

# GRAIN DEALERS JOURNAL

Devoted to the construction and operation of better grain handling plants.



## The Champion Fibre Company

MILLS, CANTON, NORTH CAROLINA  
SALES OFFICE, HAMILTON, OHIO

CANTON, NORTH CAROLINA  
12 Feb. 5, 1925

Diamond Rubber Co.,  
Atlanta, Ga.

Gentlemen:

You are no doubt always notified when a belt which you have furnished has failed to give satisfactory service, and in the event of a failure in our plant, we would not hesitate to let you hear from us. Therefore, it is only fair to let you know when a belt has been entirely satisfactory.

In April 1907, we placed on our steam engine driving #3 Dryer in our pulp mill, a Diamond Belt, length 79' 6" x 18" wide 8 ply, driving pulley 120" diameter, 110 R.P.M., driven pulley 80" diameter, 165 R.P.M. This belt was in continuous service from about the 1st of April 1907 until February 14th, 1925 -- practically 18 years actual service.

We thought you would be interested in having this information.

Yours very truly,

THE CHAMPION FIBRE COMPANY

Treasurer.

CSB:SLW

## Eighteen years' Service

WHEN a belt of any sort, on any drive, sticks to its job for eighteen years—

And when a company of the high standing of the Champion Fibre Company writes an unsolicited letter such as we reproduce here—

It is worth some mighty careful thought on the part of men who are burdened with the responsibility of buying belting.

Investigate as far as you like and you will find Diamond averaging *better*, fighting *harder*, cutting off a little more of those production costs.

The performance records prove Diamond superiority. We are perfectly willing to rest our case upon them.

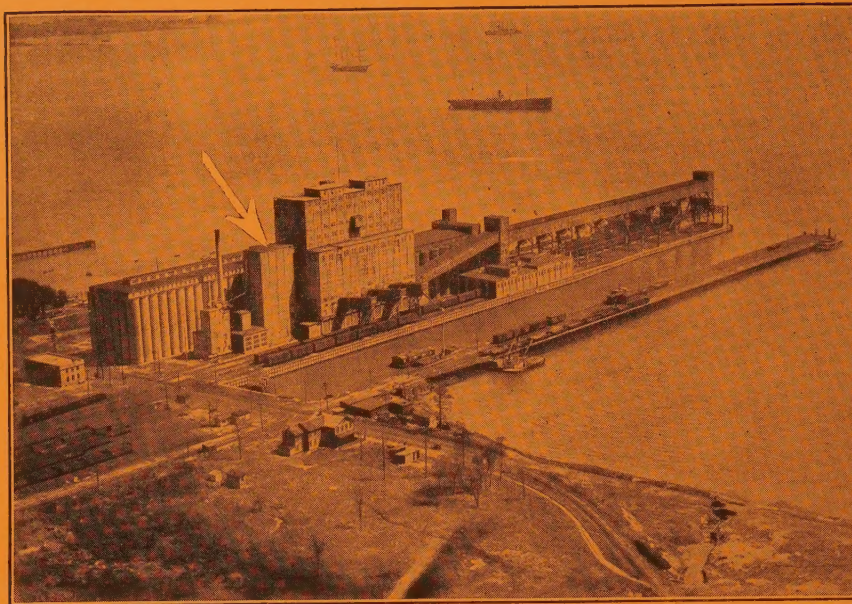
DIAMOND RUBBER COMPANY, Inc.  
Akron, Ohio

Atlanta Chicago Kansas City New York Boston  
Dallas Los Angeles Seattle Philadelphia San Francisco

# Diamond

## RUBBER BELTS, HOSE, PACKINGS





Eight 500 Bushel Morris Grain Driers

# Morris *Dust Collecting* Automatic Grain Drier

Uses fresh air in both drier and cooler.  
Automatically regulates the flow of grain.  
Every kernel gets the same uniform treatment.  
Strength of air current adjustable to provide maximum amount for any grain, light or heavy.  
*Removes and collects dust from drier building.*  
Prevents the danger of dust explosions and fire.  
Only fresh air enters the drier house, ending the dust nuisance.

*Before you install any drier  
investigate the Morris*

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg Co.**  
Minneapolis Minn.      Great Falls Mont.  
In Canada: The Strong-Scott Mfg. Co. Ltd. Winnipeg





## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.*

### AMARILLO, TEXAS.

Amarillo Feed & Seed Co., feed, seed, grain.  
Beasley Grain Co., J. N., grain and seeds.  
Great West Mill & Elevator Co., millers, grain dlsrs.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain and hay.  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S. grain, seed, feed.\*

### ATCHISON, KANS.

Blair Elevator Corp., The, grain merchants.\*

### BALTIMORE, MD.

Chambers of Commerce Members.  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Lederer Bros., grain receivers.\*

### BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle-Scholer Co., corn and oats.\*

### BLUFFTON, IND.

Studabaker Grain & Seed Co., grain, hay, seeds.\*

### BUFFALO, N. Y.

#### Corn Exchange Members.

Armour Grain Co., grain merchants.  
Cargill Grain Co., grain merchants.  
McConnell Grain Corp., commission and brokerage.\*  
McKillop, Inc., J. G., consignments.\*

### CAIRO, ILL.

#### Board of Trade Members.

Hastings-Stout Co., grain and hay.\*  
Thistlewood & Co., grain and hay.\*

### CEDAR RAPIDS, IOWA.

Wilder-Murrell Grain Co., track buyers grain and seeds.\*

### CHICAGO, ILL.

#### Board of Trade Members.

Armour Grain Co., grain merchants.\*  
Badenoch Co., J. J., grains, millfeeds, concentrates.\*  
Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Carhart Code Hardwood Co., grain commission.\*  
Chicago Grain & Salvage Co., salvage grain.\*  
Clement, Curtis & Co., members all exchanges.\*  
Cross, Roy, Eberhart & Harris, grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Harris, Winthrop & Co., grain commission.\*  
Holt & Co., Lowell commission, grain and seeds.  
Hulburd, Warren & Chandler, stocks, bonds, grain, etc.  
Lamson Bros. & Co., consignments solicited.\*  
Logan & Bryan, grain, stocks, provisions.  
McKenna & Dickey, commission merchants.\*  
Norris Grain Co., grain merchants.\*  
Pope & Eckhardt Co., commission merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Shaffer Grain Co., J. C., grain merchants.\*  
Thomson-McKinnon, members leading exchanges.

### CINCINNATI, O.

#### Grain & Hay Exchange Members.

Cleveland Grain & Milling Co., grain merchants.\*  
DeMolet Grain Co., receivers and shippers.  
Early & Daniel Co., grain, hay, feed.\*

### CIRCLEVILLE, O.

Cook, Wade H., grain, hay and grain products.\*

### CLEVELAND, O.

#### Grain & Hay Exchange Members.

Bailey, E. I., shpr. grain, millfeed, oil and c. s. meal.\*  
Cleveland Grain & Milling Co., The, recvrs. & shprs.\*  
Shepard, Clark & Co., grain merchants.

### COLUMBUS, O.

Smith-Sayles Grain Co., The, buyers and shippers.\*

### DAVENPORT, IA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*

### DENTON, TEXAS.

Craddock Grain Co., W. F., grain & hay.

### DENVER, COLO.

#### Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Denver Elevator, wholesale grain, flour, millfeed.  
Houlton Grain Co., wholesale grain.\*  
Kellogg Grain Co., O. M., receivers and shippers.  
Farmers Union M. & E. Co., millers, grain mchts.  
Phelps Grain Co., T. D., wholesale grain.\*  
Rocky Mountain Grain Co., export and domestic grain.\*

### DES MOINES, IA.

#### Board of Trade Members.

Lockwood, Lee, broker.

### DETROIT, MICH.

#### Board of Trade Members.

Caughy-Jossman Co., grain and field seeds.\*

Lapham & Co., J. S., grain dealers.\*

### DULUTH, MINN.

#### Board of Trade Members.

White Grain Co., receivers and shippers.\*

### EMPORIA, KANS.

Trusler Grain Co., grain merchants.

### ENID, OKLAHOMA.

#### Grain Exchange Members

Bennett & Company, James E.  
Bird Grain Company, Henry.\*  
Cox Grain Company, C. H.  
Davis-Noland-Merrill Grain Company.  
Enid Terminal Elevator Company.  
Enid Milling Company.\*  
Ferguson-Shircliff Grain Company.  
Feuquay Grain Company.\*  
Gels-Price Elevator Company.  
Goltz Grain Company.  
Henry Grain Company, John.\*  
Humphrey Grain Company, E. R.  
Johnston, W. B.\*  
Randels-Williams Grain Company.\*

### FORT DODGE, IOWA.

Christensen, George, grain broker.\*

### FORT WORTH, TEX.

#### Grain and Cotton Exchange Members.

Bewley Mills, flour milling.  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consgmts.\*  
Dorsey Grain Co., strictly brokers, consignments.  
Ft. Worth Elevators Co., gr. merchants, pub. storage.  
Federal Commission Co., brokers, consgmts.\*  
Gladey Grain Co., consignments.  
Henderson Grain Co., consignments, brokerage.\*  
Moore-Seaver Grain Co., recvrs., shprs., consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Smith Bros. Grain Co., consgmts-merchants.\*  
Transit Grain & Com. Co., consignments, brokerage.\*  
Tillery Grain & Com. Co., export, bkgm. consgmts.\*  
Universal Mills, "Superior Feeds".  
West Grain Co., consgmts., merchants, brokers.

### GALVESTON, TEXAS.

Fordtran, J. S., grain-ocean freight bkg.\*  
Shaw, Thomas F., export grain.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### GUTHRIE, OKLA.

Logan County Mlg. & Gr. Co., mchts., pub. storage.

### HOUSTON, TEXAS.

#### Merchant Exchange Members.

American Maid Flour Mills, mlg. gr., exporters.  
Beatty-Archer Co., grain brokers only.\*  
Dittlinger Roller Mills Co., H., flour exptg.  
Dixon & Co., E. S., grain receivers, feeds.\*  
Downman Grain & Hay Co., E. C., gr., fd., hay.\*  
Ervine & Co., J. E., wholesale grain.\*  
Rogers, J. E., poultry feed & grain.  
Rothschild Co., S., grain, c/s products, rice, b/p.\*  
Saint & Co., Inc., grain & mixed feeds.\*  
South Texas Grain Co., grain & feed.\*

### HUTCHINSON, KANS.

#### Board of Trade Members.

Goffe & Carkeener, Inc., grain merchants, futures.  
Midwest Grain Co., country run wheat.\*  
Southwest Grain Co., consignments., country run grain.

### INDIANAPOLIS, IND.

#### Board of Trade Members.

Bingham Grain Co., The, receivers and shippers.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain & Milling Co., grain commission.\*  
Hart-Maibucher Co., grain merchants.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Montgomery & Tompkins, receivers and shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.

### KANSAS CITY, MO.

#### Board of Trade Members.

Aylsworth Commission Co., grain commission.  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, mlo.\*  
Davis Grain Co., A. C., grain commission.

### KANSAS CITY (Continued)

Davis-Noland-Merrill Grain Co., grain mchts.\*  
Denton Hart Grain Co., consignments.\*  
Ernst Davis Commission Co., consignments.  
General Commission Co., consignments, futures.\*  
Lawless Grain Co., consignment, futures.  
Lichtig & Co., H., kafir, mlo, screenings.  
Logan Bros. Grain Co., receivers and shippers.\*  
Moore-Seaver Grain Co., grain receivers.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Shannon Grain Co., consignments.  
Thresher Grain Co., R. J., grain commission.\*  
Uhlmann Grain Co., grain merchants.\*  
Uppike Grain Corp., consignments.  
Vanderslice-Lynds Co., commission.\*  
Wallingford Bros., recvrs., shippers, futures.\*  
Wolcott & Lincoln, consignments, futures.\*  
Wilser Grain Co., consignments.\*

### KNOXVILLE, TENN.

Lackey, Douglas W., mlg. grain, mlo, alfalfa meal.

### LANSING, MICH.

Chatterton & Son., Mich. grain, hay, beans.\*

### LAWRENCEBURG, IND.

Greendale Mills, Inc., "Greendale Feeds" are better.

### LEAVENWORTH, KANS.

Cranston-Liggett Gr. & Fd. Co., grain, mxd. & m. fd.

### LITTLE ROCK, ARK.

#### Grain Exchange Members.

Farmer Co., E. L., brokers, grain and millfeed.  
Gordy Co., C. L., grain brok., hay, grain and mill feed.

### LOUISVILLE, KY.

#### Board of Trade Members.

Bingham-Hewett Grain Co., recvrs., shippers of grain.\*  
Brandels & Son, A., receivers and shippers.  
Callahan & Sons, receivers and shippers of grain.\*  
Kentucky Public Elevator Co., grain dealers.  
Thomson Elevator Co., grain dealers.  
Verhoef & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.

### McKINNEY, TEX.

Reinhardt & Co., wheat, corn, oats, maize.

### MEMPHIS, TENN.

#### Merchants Exchange Members.

Browne, Walter M., broker and com., consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
U. S. Feed Co., grain, hay, millfeed.\*

### MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

### MILWAUKEE, WIS.

#### Chamber of Commerce Members.

Froedtert Grain & Maltng Co., recvrs. and shippers.\*  
Kamm Co., P. C., grain shippers.\*

### MINNEAPOLIS, MINN.

#### Chamber of Commerce Members.

Cargill Commission Co., grain commission.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Delmar Co., shippers.  
Fraser-Smith Co., grain merchants.\*  
Hallet & Carey Co., grain merchants.\*  
Hubenthal, C. G., gr. mchts., oil, meal, chicken feed.  
Hiawatha Grain Co., screenings.\*  
Malmquist & Co., C. A., receivers and shippers.\*  
Sheffield Elevator Co., shippers of grain.\*  
Stuhr-Seldi, shippers grain and feed.\*  
Van Dusen-Harrington Co., grain merchants.\*

### NASHVILLE, TENN.

McKay-Reece Co., wholesale seeds & grain.

### NEW CASTLE, PA.

Hamilton Co., grain, feed, flour, hay, buckwheat.\*

### NEW YORK CITY.

#### Produce Exchange Members.

Abel-Whitman Co., Inc., The, grain, feed, bkg.  
Jones & Co., M. B., buyers—quote us.\*  
Knight & Co., grain brokers.  
Therrien, A. F., broker.

(Continued on next page.)

\*Members Grain Dealers National Association.



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## OKLAHOMA CITY, OKLA.

Acme Milling Co., millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.  
Choctaw Grain Co., milling wheat specialists.  
Hardeman-King Co., millers, grain dealers.\*  
Jackson Grain Co., grain merchants.  
Masburn Grain Co., grain and feeds.  
Mid-State Grain Co., The, grain & feed mchts.  
Okla. City Mill & Elvtr. Co., millers, gr. dealers.\*  
Perkins Grain Co., W. L., brokerage.  
Polson Grain Co., mill wheat specialists.  
Scannel Grain Co., E. M., grain and feed.  
Stowers Grain Co., W. B., grain comm. mchts.\*  
Stinnett Grain Co., grain merchants.\*  
Vandenburgh, Jesse, milling wheat.  
White Grain Co.\*  
Winters Grain Co., grain merchants.

## OMAHA, NEBR.

### Grain Exchange Members.

Crowell Elevator Co., receivers, shippers.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
United Grain Co., commission and brokerage.\*  
Udipke Grain Co., milling wheat.\*

## PEORIA, ILL.

### Board of Trade Members.

Cleveland Grain & Mfg. Co., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.  
Luke Grain Co., grain commission.\*  
McFadden & Co., G. C., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*

## PHILADELPHIA, PA.

### Commercial Exchange Members.

Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

### Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
McCague, Ltd., R. S., grain, hay.\*  
Stewart & Co., Jesse C., grain and mill feed.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

## ST. JOSEPH, MO.

### Grain Exchange Members.

A. J. Elevator Co., The, wheat, corn, oats.\*  
Gordon Grain Co., grain commission.\*  
Heald Grain Co., consignments exclusively.  
Kellogg-Huff Grain Co., grain merchants.\*  
Norton Grain Co., consignment specialist.\*

## SAN ANTONIO, TEX.

King, Douglas W., carlot distribtr., hay, grain, seeds.\*

## ST. LOUIS, MO.

### Merchants Exchange Members.

Dreyer Commission Co., feedstuffs, grain, seeds.\*  
Hall Grain Co., Marshall, grain merchants.\*  
Hunter-Robinson Mfg. & Gr. Co., grain, feedstuffs.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Martin & Knowlton Grain Co., grain merchants.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Turner Grain Co., grain commission.\*

## SALT LAKE CITY, UTAH.

Nelson Co., Sterling H., shprs. of select milling wheat.

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.\*  
Custenborder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIOUX CITY, IA.

### Board of Trade Members.

Western Terminal Elevator Co., receivers and shippers.\*

## TOLEDO, O.

### Produce Exchange Members.

Churchill Grain & Seed Co., field seeds, popcorn.  
King & Co., C. A., grain and seeds.\*  
Southworth & Co., grain and seeds.\*  
Wickenhiser & Co., John, grain receivers, shippers.\*  
Zahn & Co., J. F., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., wheat, corn, oats, and millfeed.\*

## WICHITA, KANS.

### Board of Trade Members.

Bedell Elevator Co., milling wheat.  
Blood Grain Co., I. D., receivers and shippers.  
Smith McLinden Grain Co., wheat, corn, kafir, millfeed.  
Simonds-Shields-Lonsdale Co., receivers and shippers.  
Wichita Terminal Elvtr. Co., general grain and elvtr.\*

## WINCHESTER, IND.

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MINNEAPOLIS BUFFALO

**Certain Departments**

in this number of the GRAIN DEALERS JOURNAL are especially interesting.  
After you have read them, consider carefully whether you are not better off with  
the twenty-four numbers of the Journal, on your desk, or the \$2.00 in your pocket.

**Cross, Roy, Eberhart & Harris**  
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Between Terminal Grain Markets



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Members**KANSAS CITY**Board of Trade  
MembersHandling  
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and Futures  
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Feterita, Milo  
Maize, Mill Feed**DAVIS-NOLAND-MERRILL GRAIN CO.**Board of Trade  
Kansas City, Mo.

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**SANTA FE ELEVATOR "A"**

6 000,000 Bushels

Modern Fireproof Storage



Ask for our bids on Wheat, Corn, Oats, Rye and Barley for shipment to Kansas City and the Gulf—Special Bin Storage Furnished at Regular Storage Rates.



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OATS. BARLEY**  
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MILL ORDERS

**SHANNON GRAIN COMPANY  
CONSIGNMENTS**

1214 Board of Trade KANSAS CITY, MO.

WHEAT  
and  
OATS**NORRIS GRAIN CO.**

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Operators of Katy Elevator, 1,300,000  
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**SCOULAR BISHOP GRAIN CO.**

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Specializing choice country run mill wheat  
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Universal Grain Code, flexible leather 3.00  
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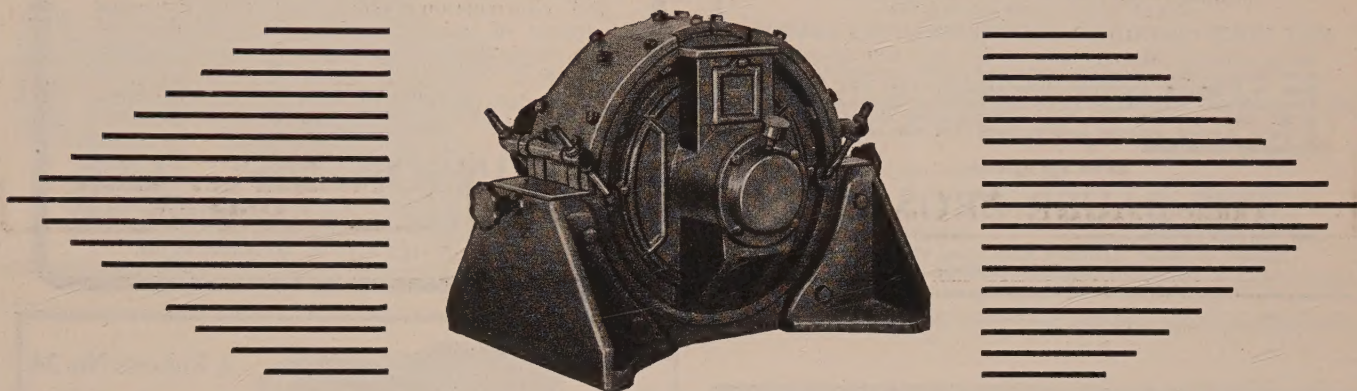


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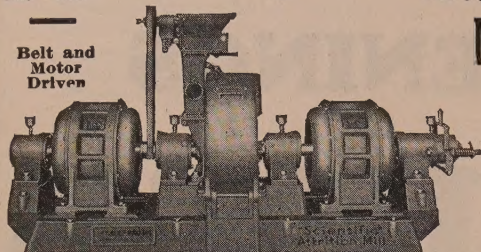


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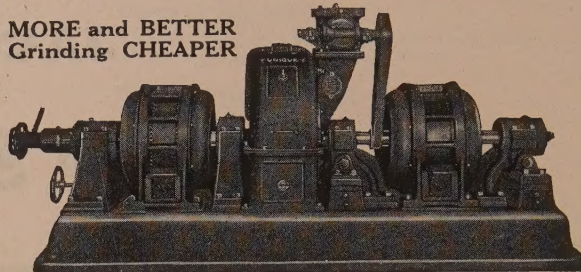
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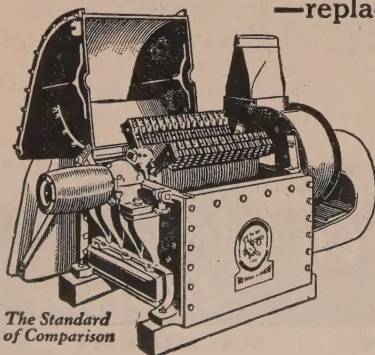
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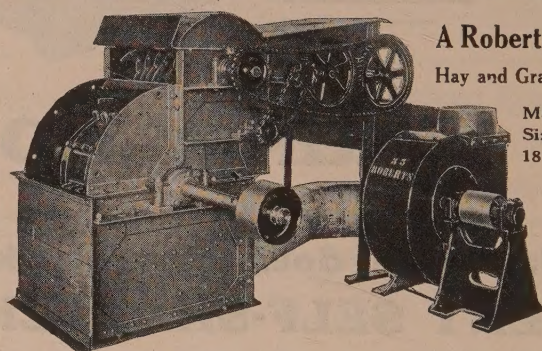
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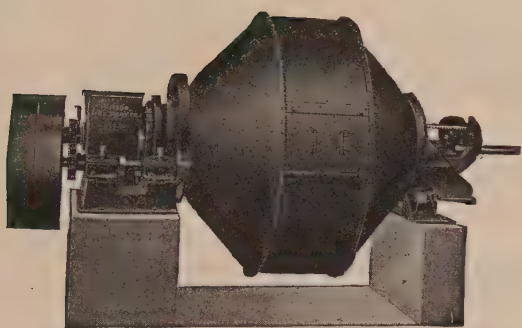
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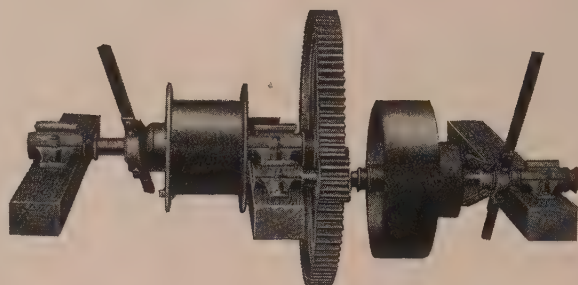
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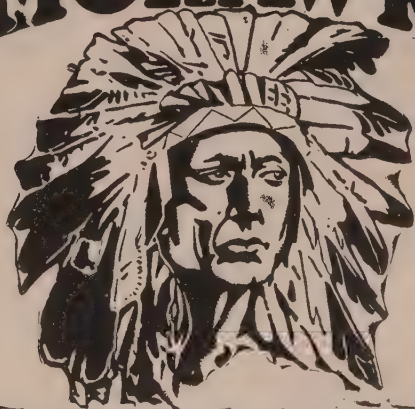
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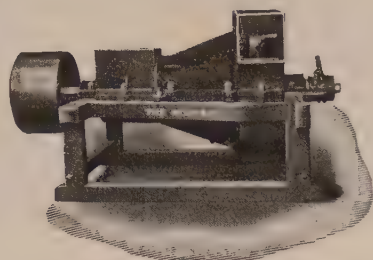
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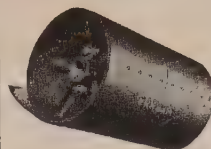
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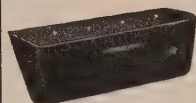
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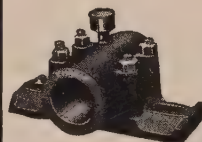
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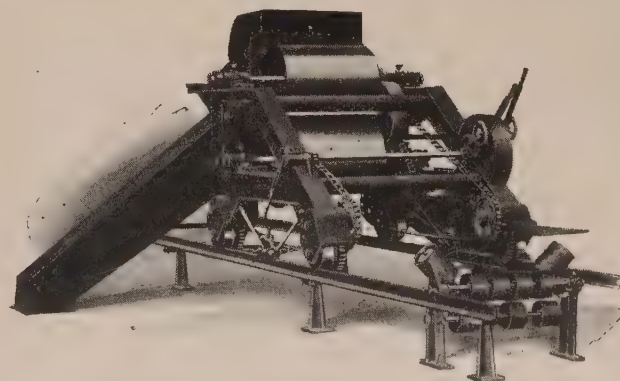
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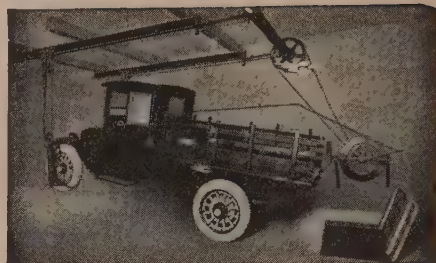
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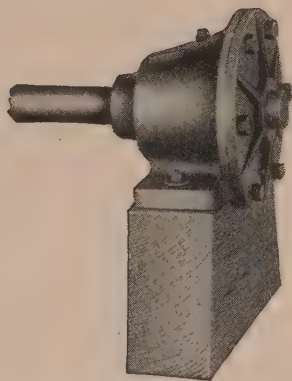
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Building and Repairing  
Grain Elevators

### RELIANCE Construction Co.

Board of Trade  
Indianapolis, Ind.

Designers and Constructors  
of the better class of grain  
elevators—concrete or wood.

## HICKOK Construction Co. MINNEAPOLIS ELEVATORS

### ★ ★ The Star Engineering Company ★ ★

Specialists in  
Grain Elevator Construction

Our elevators stand every test,  
Appearance, Strength, Durabil-  
ity and Economy of Operation.

Estimates and information promptly furnished

Wichita, Kansas

Want a Job?—Advertise in the Situation Wanted  
columns of the Grain Dealers Journal

**L. J. McMILLIN**  
ENGINEER and CONTRACTOR of  
**GRAIN ELEVATORS**  
Any Size or Capacity  
523 Board of Trade Bldg., Indianapolis, Ind.

### HORNER & WYATT

Designers of  
Flour Mills and Grain Elevators,  
Warehouses, Power Plants and  
Industrial Buildings.

Preliminary Sketches and Estimates,  
Valuations and Reports.

New Board of Trade, Kansas City, Mo.

For elevator and mill supplies we  
issue a net price catalog. If in  
the market write us for one.

**WHITE ★ STAR ★ CO.**  
WICHITA, KANSAS

It is the returns from advertising that  
permits the maximum of service to our  
readers. Please specify the *Grain  
Dealers Journal* when writing an  
advertiser.

GRAIN and COAL ELEVATORS  
**T. E. IBBERSON CO.**  
CONTRACTING ENGINEERS  
MINNEAPOLIS, MINN.

By mentioning the Grain Dealers Journal of Chicago when writing its advertisers you  
help it to more efficient work in improving grain trade conditions.





## Missouri Pacific Railroad Co.

2,500,000 Bu. Concrete Grain Elevator

St. Louis, Mo.

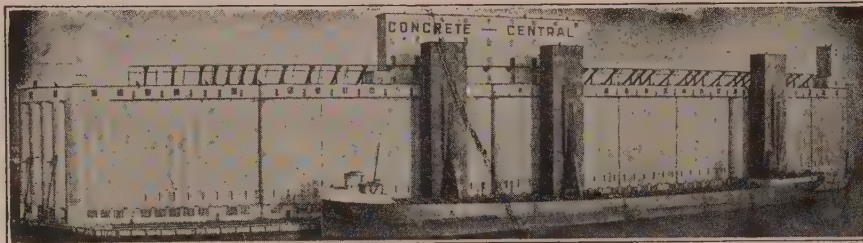
DESIGNED AND BUILT BY

## Folwell-Ahlskog Co.

Engineers and Constructors

323 N. Michigan Ave. Chicago, Ill.

Operated by  
The Eastern Grain,  
Milland Elevator  
Corporation



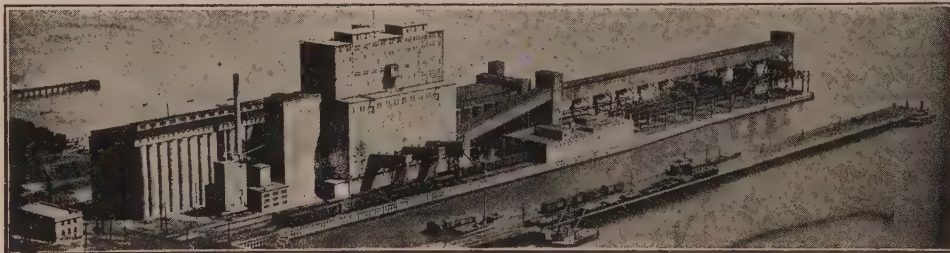
Concrete-Central  
Elevator, Buffalo, N. Y.  
Capacity  
4,500,000 Bushels

Designed and Built by

## Monarch Engineering Company

Buffalo, N. Y.

Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
Link-Belt  
Grain Car  
Unloaders

## Pennsylvania R. R. Elevator, Baltimore—The Most Modern Elevator in the World

Designed and Constructed by

## James Stewart and Company, Inc.

W. R. Sinks, Mgr. Grain Elevator Dept.

1210 Fisher Bldg., Chicago, Ill.

Designers and Builders of GRAIN ELEVATORS in All Parts of the World



## One of a Group of Elevators

Built by us at Port Arthur. The group includes elevators for

The James Richardson & Sons, Limited.  
The Saskatchewan Co-operative Elevator Co.,  
Limited.  
The Grain Growers' Grain Company, Limited.

## THE BARNETT-McQUEEN COMPANY, LIMITED

Designers and Builders of GRAIN ELEVATORS

Offices: Fort William Ont., Duluth, Minn. Minneapolis, Minn.





The Baltimore and Ohio R. R. Co.'s  
Baltimore, Md.

## Terminal Grain Elevator

Capacity 3,800,000 Bushels

*The Most Rapid Grain Handling  
Plant in the World*

Constructed by

THE M. A. LONG CO.

Engineers and Constructors  
Grain Elevator Department

Baltimore

- Maryland

## 2,500,000 Bu. Terminal Grain Elevator

*Designed for*

The Philadelphia Grain Elevator Company

Port Richmond

BY

FEGLES CONSTRUCTION CO., Ltd.

ENGINEERS—CONTRACTORS

Minneapolis, Minn.

Fort William, Ont.



## Kimbell Milling Company Elevator Fort Worth, Texas

Total capacity 1,100,000 bushels



First unit including headhouse with 550,000 bus. storage completed 1924; second unit 250,000 bus. storage completed 1925; third unit 300,000 bus. storage (not shown in engraving) now under construction.

Designed and Built by

Jones-Hettelsater Construction Co.

Grain Elevators—Flour and Feed Mills

708-9 Mutual Bldg.

Kansas City, Mo.

## Santa Fe Elevator "A" Kansas City, Kans.



Capacity  
6,500,000 Bushels

John S. Metcalf Co.

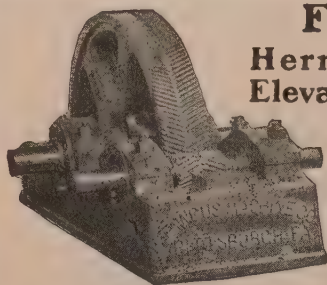
Grain Elevator Engineers and Constructors

111 W. Jackson Blvd., Chicago

54 St. Francois Xavier St., Montreal

837 W. Hastings St., Vancouver, B. C.





### FAWCUS Herringbone Gear Elevator & Conveyor Drives

Save 25% to 50% in  
maintenance and operating  
costs.

Gears enclosed in dust  
proof and oil tight cases with  
roller bearings.

*Efficient - Durable - Compact*

**FAWCUS MACHINE COMPANY**  
Pittsburgh, Penn.



### DAY Dust Collectors

have been standard  
equipment in better  
grain elevators for  
over forty years.

*There's a Reason*

**The Day Company**  
*Dust Collecting Engineers*

1023-5 Lyndale Ave., N. Minneapolis, Minn.



### The Atlas Car Mover

*The Car Mover With Power*

When you put an Atlas under the wheels of a  
car there is never a question about moving it.

**Compound Action      Fully Guaranteed**

**The Best Car Mover on Earth**

**APPLETON CAR MOVER COMPANY**  
Appleton, Wisconsin

### ACCURATE WEIGHTS

can only be obtained with good weighing  
instruments.

RICHARDSON SCALES are the  
most accurate for weighing grain to cars  
or into sacks.

**RICHARDSON SCALE COMPANY**  
Clifton, New Jersey

Wichita

Omaha

Minneapolis

Chicago

## U MAY

find a grain elevator to your  
liking in the "Elevators for  
Sale" columns of the Grain  
Dealers Journal, Chicago,  
Ill.; but, if you do not, you  
can surely find what you  
want by telling our readers  
your wishes thru our "El-  
evators Wanted" columns  
and thereby learn of some  
rare bargains which are not  
now advertised.

### Railroad Claim Books

Our Improved Railroad Claim Books are de-  
signed especially to expedite the collection of  
grain, seeds and feed claims. They facilitate  
the filing, and contain spaces for all the neces-  
sary information in the order which assures the  
prompt attention of the claim agent. They in-  
crease and hasten your returns by helping you  
to prove your claims and by helping the claim  
agent to justify payment.

Form A is for Loss of Weight in Transit Claims.

" B—Loss in Market Value Due to Delay in Transit

" C—Loss in Quality Due to Delay in Transit.

" D—Loss in Market Value Due to Delay in Fur-  
nishing Cars.

" E—Overcharge in Freight or Weight.

These claim blanks are printed on bond paper,  
bound in book form, each book containing 100  
originals and 100 duplicates, a two-page index,  
instructions and summary showing just which  
claims have not been paid, and four sheets of  
carbon. You tear out the original to send to the  
claim agent, and the carbon copy remains in the  
book, as a record of your claim.

The five forms are well bound in three books, as follows:

411-A contains 100 sets all Form A. Price, \$2.00

411-E contains 100 sets all Form E. Price, \$2.00

411-5 contains 60 sets Form A, 10 Form B, 10 Form C, 10  
Form D and 10 Form E. Price, \$2.00.

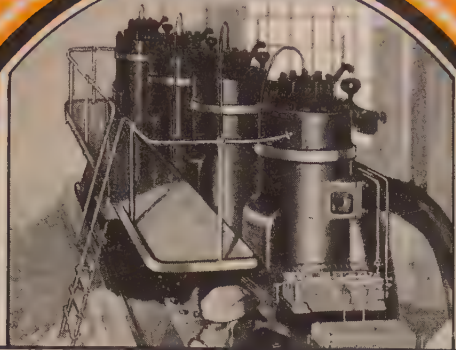
Send all orders to

**GRAIN DEALERS JOURNAL**

309 South La Salle Street

CHICAGO, ILL.





# Industries within an Industry

contribute more worth  
per dollar in the F-M  
Diesel

The success of the Fairbanks-Morse Diesel is an engineering success. Not only are the design and manufacturing standards set by Fairbanks-Morse engineers, but throughout the production process every step is under the control of the engineering department.

In this way the ideals of men who have designed the most successful oil engines here and abroad are faithfully carried out from raw materials to final testing.

The illustrations opposite merely touch the high spots of the elaborate operations and the safeguards for controlling them. To the user, Fairbanks-Morse methods and facilities mean not only greater precision and higher quality, but also the greater value per dollar that results from building the entire engine in one plant!

## FAIRBANKS MORSE

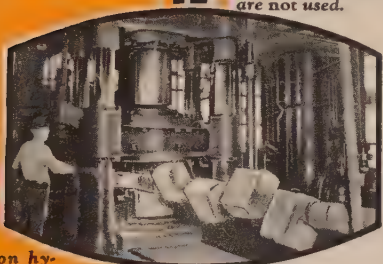
DIESEL ENGINES · MOTORS · PUMPS



Fairbanks-Morse forges its own blooms and billets. Rolled billets are not used.



Connecting rods are die-forged insuring uniformity and total freedom from defects.



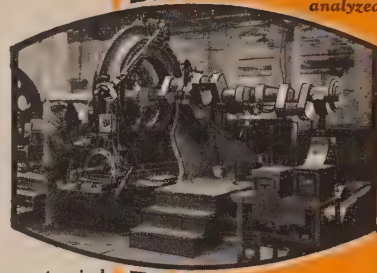
A 1000-ton hydraulic forging press forces the steel into crankshaft form.



The output of each cupola in the big foundry is analyzed hourly.



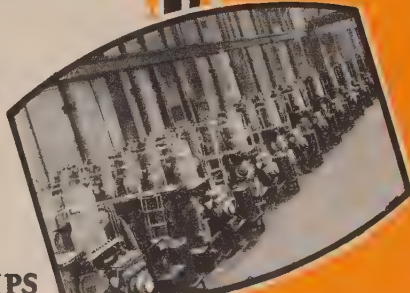
Crankshafts heat treated under laboratory supervision. Recording pyrometers guide this operation.



These special lathes were found necessary to turn perfect pins.



Test bars are taken from each crankshaft and their elongation tested by breaking, etc.



For a week or more every F-M Diesel is run steadily under varying loads. The test ends with a two hour run at 20 per cent overload.







The oil can goes out where F-M ball-bearing motors go in. Now F-M grease-tube lubrication still further simplifies greasing



The tube is a measure and makes it easy to use the right amount—not too much or too little

## Once a week? or once a year?

ONE of the greatest advantages gained by industrial power users when Fairbanks-Morse ball-bearing motors were introduced was the reduction of lubrication to once-a-year greasing.

Where Fairbanks-Morse ball-bearing motors went in, the oil can went out. Scored shafts became a thing of the past. Seventy per cent of motor failures were eliminated.

Pioneer in this great labor-saving step, Fairbanks-Morse is once more the pioneer in still further reducing lubrication costs and difficulties. This latest refinement is measured grease-tube lubrication—a simpler and more convenient way of re-lubricating.

To re-grease a Fairbanks-Morse ball-bearing motor select the specified size of FMCO grease tube and squeeze the prescribed amount of grease into the bearing housing. Only the plug needs to be removed from the housing—not the cap. Dirt cannot enter with the grease.

Along with this convenience and economy goes the safety of using the correct lubricant—for FMCO grease is non-corrosive, is sufficiently adhesive to keep the balls well coated, and will not melt and run at ordinary motor temperatures.

One more cost-cutting step in which Fairbanks-Morse is taking the lead—that is measured grease-tube lubrication!



# FAIRBANKS-MORSE

*Pioneer Manufacturers of*

## ball bearing motors

A(E0)A2.1

FAIRBANKS, MORSE & CO.  
900 S. Wabash Ave., Chicago

Please send information covering items checked:

- ☐ F-M Diesel Engines    ☐ F-M Motors  
☐ Grease-tube lubrication    ☐ Fairbanks Scales  
☐ F-M Pumps

Name .....

Address .....





# STOP GRAIN DEDUCTIONS!



Mr. Elevator Man, you have lost money by deductions at the market for heated grain, dirty grain, and damp grain. If you want to check these losses—READ ON. The Heinz Gravity Grain Conditioner is a gravity operated machine that needs no power for operation except the ordinary facilities at the elevator. Without a cent of cost of upkeep or operation, the Conditioner—

- 1—Aerates all kinds of grain.
- 2—Cleans and polishes all grain.
- 3—Separates the broken grains and chaff and throws them out.
- 4—Prevents heating and musting of grain.
- 5—Will raise the grade of grain, according to its condition when received.
- 6—Protects grain against getting hot when cars are scarce.
- 7—Increases weight of grain per bushel.
- 8—Will operate to a capacity of 1,500 bushels per hour.

There is no cost in the operation. The Conditioner requires no fuel, no power, no upkeep, and no extra help.

The price is within reach of even the smallest elevators.

For further particulars write,

## THE HEINZ GRAVITY GRAIN CONDITIONER

OFFICE: 519 ROBESON BLDG.

CHAMPAIGN - - ILLINOIS

## WHAT DO YOU NEED?

to modernize your plant so it will minimize your labor and increase your profits? Is it here?

Account Books  
Agricultural Gypsum  
Attrition Mill  
Bag Closing Machine  
Bags and Burlap  
Bearings { Roller  
                  { Ball  
Belting  
Bin Thermometer  
Boots  
Buckets  
Car Liners  
Car Loader  
Car Mover  
Car Seals  
Cipher Codes  
Claim (R. R.) Collection  
Clover Huller  
Coal Conveyor  
Corn Cracker  
Conveying Machinery  
Distributor  
Dockage Tester  
Dump  
Dust Collector  
Dust Protector  
Elevator Brushes  
Elevator Leg  
Elevator Paint  
Feed Mill  
Fire Barrels  
Fire Extinguishers  
Friction Clutch  
Grain Cleaner  
Grain Driers  
Grain Tables  
Leg Backstop  
Lightning Rods

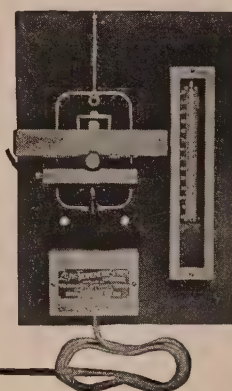
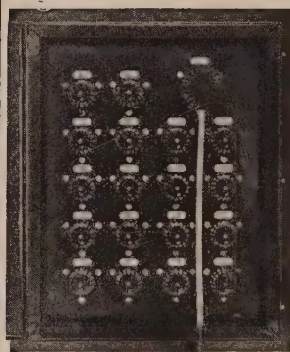
Lubricating System  
Magnetic Separator  
Manlift  
Moisture Tester  
Mustard Seed Separator  
Oat Bleachers and Purifiers  
Oat Clipper  
Pneumatic Conveying Equipment  
Portable Elevator  
Power { Oil Engine  
          { Gas Engine  
          { Motors  
Power Shovel  
Radio Equipment  
Railroad Claim Books  
Rat or Weevil Exterminator  
Renewable Fuse  
Safety Steel Sash  
Sample Envelopes  
Scales  
Scale Tickets  
Scarifying Machine  
Screw Conveyor  
Self-Contained Flour Mill  
Separator  
Sheller

Siding-Roofing { Asbestos  
                          { Steel or Zinc  
Silent Chain Drive  
Smut Remover  
Speed Reduction Units  
Spouting  
Storage Tanks  
Sulphur  
Testing Apparatus  
Transmission Machinery  
Transmission Rope  
Waterproofing (Cement)

Draw a line through the supplies wanted, and write us regarding your contemplated improvements or changes. We will place you in communication with reputable firms specializing in what you need, to the end that you will receive information regarding the latest and best.

### INFORMATION BUREAU

Grain Dealers Journal, 309 So. La Salle St., Chicago



## The "ZELENY" Protects Your Grain

It is a simple device for testing the condition of grain stored in bins or tanks, by giving at all times the accurate temperature of the grain, not merely at the bottom and the top of the bins, but at intervals of five feet up through the bins. It saves you money by eliminating unnecessary turning of grain, which entails shrinkage, time, labor, power and wear on machinery; prevents bin-burned grain; increases working capacity of plants by saving time.

Further data will be furnished on request.

### Zeleny Thermometer Co.

542 S. Dearborn St.

CHICAGO

#### A Few Zeleny Installations

Cargill Grain Co.  
Pillsbury Flour  
Mills  
Bartlett Frasier  
Co.  
Uplake Grain  
Co.  
Armour Grain  
Co.  
Larabee Flour  
Mills  
New Orleans  
Public  
Elevator  
Maney Milling  
Co.  
Buckeye Cotton  
Oil Co.  
Red Star Milling  
Co.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**NORTHEAST KANSAS**—Good elevator for sale on Santa Fe R. R. Business good. Address 56M1, Grain Dealers Journal, Chicago, Ill.

**ILLINOIS**—30,000 bu. grain elevator located in Champaign County, good condition. Selling on account of death of owner. Address 57R4, Grain Dealers Journal, Chicago, Ill.

**CENTRAL OHIO**—30,000-bu. elevator; side lines; good grain country; closest competitor 4 mi. Retiring from business; priced to sell. Write 57P16, Grain Dealers Journal, Chicago, Ill.

**SCOTIA, NEBRASKA**—Scotia Grain & Supply Co. offers for sale a 25,000 bu. tile grain elevator, also a \$10,000 stock of hardware and implements. Only elevator in town. Address Louis Bremer, Scotia, Nebraska.

**KANSAS**—15,000 bu. iron-clad modern elevator for sale. Practically new; in the best wheat producing section of Southwest Kansas. Only 15% of crop moved; station ships 500 cars. Two competitors. Address 57R1, Grain Dealers Journal, Chicago, Illinois.

**NORTHERN ILLINOIS**—Seven grain elevators for sale with coal, fence, lumber and building supply yards at small stations, good proposition, reasonably priced, no trades. Will sell one or more or all together. Address Holcomb-Dutton Lumber Co., Sycamore, Ill.

**CENTRAL MICHIGAN** elevator for sale, located in bean district; handles grain, beans, feed, coal, cement, fertilizer and other side lines; on private property including residence. A money maker. Good reason for selling. Address 57R8, Grain Dealers Journal, Chicago, Ill.

**NORTHWESTERN OHIO**—Modern electrically equipped grain elevator for sale, also flour and feed warehouse. Doing good wholesale and retail business. Modern equipment for handling coal. Ample territory in best grain section. Write 57R19, Grain Dealers Journal, Chicago, Ill.

**EASTERN KANSAS**—Best small line of elevators offered for sale account of owner having "made his" and wishes to retire. Four modern ironclad elevators. Live in city and visit all stations daily. Have earned enough in two seasons to pay for price asked. Address 57N12, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—High grade electrically equipped elevator for sale, with grinder, good warehouse room, coal, feed and grain business. Favorably located as to freight rates to river and eastern markets. A one-man house during dull season. Fine opportunity; good terms. Address 57P9, Grain Dealers Journal, Chicago, Ill.

**THE WANTED - FOR SALE DEPARTMENT** of the Grain Dealers Journal is a market place where buyer and seller, employer and employee, and those offering investments can meet to their mutual advantage and profit, and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

**NORTHERN INDIANA** 80,000 bu. grain elevator for sale, located 65 miles from Chicago with access to 5 railroads; power oil, oil tank capacity 2 carloads. Good coal business and other sidelines, also have radio in well equipped office. Fine territory to draw from; corn, wheat and oats good. Good condition, reason for selling, older partner wishes to retire. \$10,000 cash, balance terms. Address 57R15, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE

**OHIO**—15,000 bu. elevator for sale with electric power. Handles coal and 12 other sidelines. Nicely located. Address Joseph Poos, Eaton, Ohio.

**NORTHERN IOWA**—Elevator property for sale in good territory and an old established business. Price very reasonable. Address 56L1, Grain Dealers Journal, Chicago, Ill.

**MICHIGAN**—5,000-bu. elevator for sale; potato, feed, grinding, coal and all sidelines. Best reason for wanting to sell. Very reasonable price; terms. Address 57N2, Grain Dealers Journal, Chicago, Ill.

**CENTRAL KANSAS**—Small line of elevators together with larger one having transit privileges for sale. Might exchange for property in or near college town. Address 57R17, Grain Dealers Journal, Chicago, Ill.

**TWO GOOD ELEVATORS**—Combined capacity about 80,000 bus., with lumber yard in connection; at small station near Chicago. Handles half million bus. annually; no competition. A great big business. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**ECONOMOWOC, WISCONSIN**—20,000 bushel elevator for sale, equipped for feed grinding. This plant located in summer resort district in town of 6,000 people, with good local and farming feed trade. Terms attractive. Address Armour Grain Co., Milwaukee, Wis.

**KANSAS**—18,000 bu. elevator for sale, exclusive of feed bins, modern electric feed machinery, on Union Pacific in heart of wheat belt, city of 15,000; makes chick feed for large wholesale concern; big feed business; now rented for \$375 per mo. Liberal terms to right party or go partners with experienced man. A real opportunity. Address The Mansfield Finance Corp., Topeka, Kansas.

**LINCOLN, NEBRASKA**—Terminal Elevator for sale; 90,000 bu. capacity; reinforced concrete throughout; low insurance; electric power; modern equipment—grain drier, cleaners, etc. Favorable trackage on all railroads. No incumbency. Liberal terms of payment. An ideal terminal elevator, so completely equipped one man can operate ordinarily. Formerly property of Ewart Grain Co. For details address Mrs. J. S. Ewart, 2727 "P" St., Lincoln, Nebr.

## ELEVATOR INTEREST FOR SALE.

**OHIO**—Will sell quarter interest in a 30,000 bu. elevator at good station located on Big Four and B. & O. RRs.; handles seed, feed, flour, salt, etc.; doing good business. Experienced man can no doubt secure position as manager. Address 57R14, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS WANTED

**WANTED TO LEASE OR BUY** elevator in Nebraska. Address 56M20, Grain Dealers Journal, Chicago, Illinois.

**FOR EXCHANGE**—A fine 160 acre dairy farm close to city of 20,000, Central Illinois, for a grain elevator. Give full information in your first letter. Address 57Q6, Grain Dealers Journal, Chicago, Illinois.

**IF YOU DO NOT** find the elevator you want advertised, place your wants in the "Elevators Wanted" section and you will receive full particulars regarding many desirable properties not yet advertised.

## ELEVATOR BROKERS.

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. Maguire, 6440 Minerva Ave., Chicago, Ill.

**WE HAVE A LIST** of good elevators throughout Indiana at real worth-while prices. Write or wire us your wishes at 602 Board of Trade, Indianapolis, Ind. Will meet you any time by appointment. John McComas.

## FEED MILL FOR SALE

**KENTUCKY**—Good going feed business for sale at live growing centrally located Louisville, Ky. Consisting of poultry and pigeon feed manufacturing plant, grain elevator, mills, cracked corn polisher, aspirator, 8 Midget Marvel percentage mixers, grain bins, large storage capacity consisting of 39,000 sq. ft. of floor space. A real opportunity for parties with sufficient capital to operate properly. Many side lines. On railroad tracks in R. R. terminal. Now shipping poultry and pigeon feed to South and Southeast as well as to Central States. Electrically equipped. Good formulas and well known brands. Can tell you where to buy and where to sell. Address 57P17, Grain Dealers Journal, Chicago, Ill.

## MILLS AND ELEVATORS FOR SALE.

**CENTRAL MICHIGAN**—First class water-power flour mill and elevator for sale. Excellent farming and dairy country. Address Farwell State Savings Bank, Farwell, Mich.

**ILLINOIS** Mill and Elevator for sale; capacity 500 bbls. either hard or soft wheat; storage capacity 100,000 bus. Best built and equipped mill in Ill. Modern to the minute; latest improved machinery; two residences next to elevator which rent for \$100 per month. Wavering Bros. Milling Co., Quincy, Ill.

They sell elevators, find help and partners, secure machines and engines which you want, sell those for which you have no further use, and perform a myriad of kindred services for shrewd people who use them regularly. **READ and USE THEM.**

## BUSINESS OPPORTUNITIES.

**BUFFALO, N. Y.**—Feed warehouse on the NYC RR for sale. Steady income from property pays nearly all interest and fixed charges. Excellent opportunity for right party. Address 57N1, Grain Dealers Journal, Chicago, Ill.

**WHATEVER** your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,300 grain men look to these columns twice a month for real opportunities.

## BUSINESS OPPORTUNITY WANTED.

**WANT TO LEASE, manage or buy part interest** in a good grain business; 15 years' experience. Prefer Ind. or Eastern Ill. Address 56L14, Grain Dealers Journal, Chicago, Ill.

## YOU MAY BE MISSING SOMETHING.

**AN ILLINOIS** elevator company running a 3 line ad in one issue says: "We had 25 applications from that ad. Thank you."



## FLOUR FOR SALE.

**MIXED CARS OF FLOUR AND MILL FEEDS** in 100 pound sacks are our specialties. We are now manufacturing a full line of corn goods, cracked corn, feed meal, corn and oats chop. Ohio Farm feed, shelled corn and standard oats in connection with our flouring mill. Would like to send you a trial to convince you of the superiority of our products. **ANSTED & BURKE CO.**, Springfield, Ohio.

## SAMPLE ENVELOPES.

**SAMPLE ENVELOPES—SPEAR SAFETY—** for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable. Size 4½x7 inches. Have a limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.25 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 309 S. LaSalle St., Chicago, Ill.

## FUNNY EXPERIENCES.

### FUNNY STORIES WANTED.

Write the story of your funniest grain trade experience to the Journal and you will receive one dollar for each story published. Address **The Smile Coaxer**, Grain Dealers Journal, Chicago, Ill.

## Bargain Sale in Soiled and Shelf Worn Books.

**Triplicating Grain Ticket Book**; binding damaged in reshipment. Price \$1.50 and postage. Order "Bargain 19 G. T."

**Two Railroad Claim Books** containing 100 sets of claim blanks for overcharge and index, \$1.50 each and postage. Order "Special 411-E."

**Gas Engine Handbook**, by E. W. Roberts, contains many useful rules and hints of value to the operator of a gas engine. Size 3½x5½, 264 pages, bound in leather. Shelf worn. Weight 6 ozs. Price \$1.00 and postage. Order "Gas Engine Special."

**Receiving and Stock Book** for keeping separate daily record of each kind of grain received; 160 pages; 20 lines to page; space for 3,200 loads of grain; printed on ledger paper, high grade binding. Soiled; price \$2.00 f. o. b. Chicago. weight 2½ lbs. Order "Special 321."

**One Double Indexed Car Register**, used to advantage by receivers and carlot shippers. Through its use any car may be found instantly. The double pages are ruled vertically so as to provide a column for each digit. This form contains space for 12,000 cars. Order "No. 40, Special," price \$2.00.

**Sales, Shipments & Returns**, a combined sales and shipping ledger, providing spaces for complete detailed information regarding returns from each shipment; 80 double pages, each page containing space for recording 29 shipments. Soiled from being used as printer's sample. Price \$1.75 f. o. b. Chicago. Order Special 14AA.

**GRAIN DEALERS JOURNAL**,  
309 S. LaSalle St., Chicago, Ill.

## SITUATION WANTED

**POSITION** wanted as second man in grain elevator by young married man. Willing to work. Address Roy Smith, Armstrong, Iowa.

**WANT** position as manager of Farmers or Indpt. Elevator; 15 years' experience; can talk German; best of references. Address 57Q5, Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted as manager of grain elevator by man with 16 years' experience; 45 years old; no family. Will go anywhere. Address 57Q10, Grain Dealers Journal, Chicago, Ill.

**POSITION** wanted as manager of grain elevator; 15 years' experience in grain, coal, feed and seed; furnish reference and bond. Address C. M. Hayse, 1321 Maple St., Sioux City, Iowa.

**POSITION** wanted as superintendent or foreman of grain elevator of 150,000 to 500,000 bu. capacity. Can go anywhere at any time. Address 57Q15, Grain Dealers Journal, Chicago, Ill.

**FARMERS' ELEVATOR MANAGER** with 15 years' successful record desires position with a good company; good accountant; exp. in all side lines; good mixer and business getter. Address 57R16, Grain Dealers Journal, Chicago, Ill.

## HELP WANTED.

**WANTED** young man experienced in cleaning seed and operation of Clipper Cleaners. Permanent position for first class man. Address Box 12, Fargo, No. Dak.

**WANTED**—Two or three live wire salesmen who have had some grain experience. Drawing account and commission. Chance to become district manager in several states, for a firm dealing with the grain elevator trade. Address 57R5, Grain Dealers Journal, Chicago, Ill.

**EXPERIENCED** transfer grain elevator manager wanted who can show successful past experience for well equipped plant in Chicago switching district. One who can take fourth interest preferred but not essential. Address 57R24, Grain Dealers Journal, Chicago, Ill.

**WANTED** to get in touch with two or three good salesmen to take charge of entire states or districts, calling on the wholesale trade, selling a quality line of all kinds of stock and poultry feeds. This is a real opportunity for a competent man who has had experience and who will succeed with us. Address 57N7, Grain Dealers Journal, Chicago, Ill.

## PARTNER WANTED.

**EXPERIENCED** grain man wants partner with some capital to join in buying small line grain houses. Exceptional opportunity. Address 57Q9, Grain Dealers Journal, Chicago, Ill.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade through the Partners Wanted column of the Grain Dealers Journal.

## SCALES FOR SALE.

**4 BU. RICHARDSON** Automatic Scale, guaranteed good condition. R. M. Van Ness Construction Co., Grain Exchange, Omaha, Nebr.

**RICHARDSON** Automatic Scales, 4 to 8 bu. capacity for sale; fine condition. Also R. R. track scales. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**SECOND HAND SCALES** for sale of any make, size or price, always find ready buyers when represented in the "Scales For Sale" columns of the Grain Dealers Journal.

## SCALES WANTED.

**USED AUTOMATIC SCALES** wanted. State make, capacity, time used, condition, price and terms of sale. The Sedalia Grain & Lumber Co., Sedalia, Ohio.

**WANTED**—Richardson Automatic grain and bag portable scales. State capacity, how long used and lowest price. Morse Engineering Co., Kansas City, Mo.

## MOTORS FOR SALE.

**WESTERN ELECTRIC** Motor for sale, 7½ hp., 3 phase, with starter box complete. Priced right if taken soon. Motor in A-1 condition. Farmers Grain Co., Rockwell City, Iowa.

**DYNAMOS AND MOTORS WANTED**—Buyers of this equipment are reached in largest numbers and at the least expense through the use of the "DYNAMOS-MOTORS" columns of the Grain Dealers Journal—the medium for power bargains.

## ENGINES FOR SALE

**FOR SALE**—15 HP. Type Y Fairbanks-Morse oil burning engine, clutch, pulley. Address R. L. Beshers, El Paso, Illinois.

**GASOLINE AND OIL ENGINES** of all kinds, sizes and prices can be sold profitably through the "Oil and Gas Engines" columns of the Grain Dealers Journal of Chicago.

## MACHINERY WANTED.

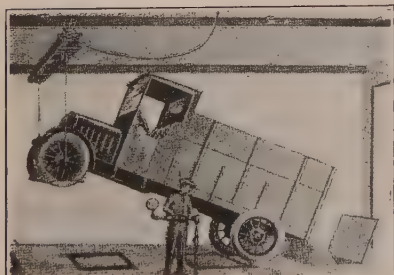
**WANT TO BUY** your used attrition mill, Triumph Sheller, Crusher and Elevators. State size, make, condition and lowest cash price. L. F. Perrin, Box 375, Port Huron, Michigan.

**REPLY REGARDING MY AD.** I received twelve answers from the first appearance. In fact, sold machine to first inquirer—could sell a carload of them from one insertion.—C. A.

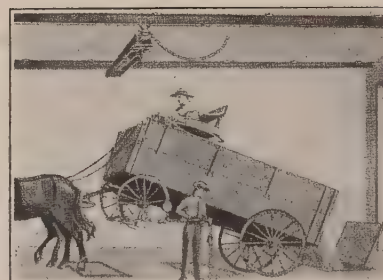
## STORAGE TANK WANTED.

**WANTED**—Slightly used steel grain tank, 25,000 or 50,000 bu. capacity. Address Lexington Elevator & Mill Co., Lexington, Ohio.

# STONE'S VEHICLE DUMP



Adjustable to all conditions.  
Will dump any size wagon or truck, either long or short, wide or narrow.  
Can be used with or without scales.  
You can drive on from either end of driveway.  
Being portable, will dump into any number of sinks.  
Located above driveway, reserving all space below for the storage of grain.  
Operated by one man.  
Is strong and substantially constructed, entirely of steel.  
Will last a lifetime.  
Operated by compressed air.  
You do not have to close your elevator to install a Stone's Vehicle Dump, as it is complete and is placed in your driveway like a piece of furniture in your home—without the expense of building a house around it.



**R. C. STONE ENGINEERING CO., - - 320 Merchants Ex. ST. LOUIS, MO.**



## MACHINES FOR SALE

**COMPLETE EQUIPMENT** of 50 bbl. flour mill for sale including cleaning machinery and feed grinders. All absolutely modern. Address 14 North Poplar St., Oxford, Ohio.

## ATTRITION MILLS

Two 22-in. double head Bauer Ball Bearing, motor driven, Attrition Mills. Standard Mill Supply Co., Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—One 25-h.p. Type Y Fairbanks-Morse Oil Engine. One 24-in. Bauer Attrition Mill, ball bearing. Both machines in good working order. C. C. Shira, Sidney, Indiana.

**COMPLETE EQUIPMENT** for a 400-barrel outfit, cheap. Machinery in first class condition. Reducing capacity. Will accept in trade a 100-barrel outfit. Address E. C. Flagle, Supt., Charleston, Mo.

**FOR SALE**—One 3 pair high 9x24 Differential Drive Nordyke & Marmon roll with LePage Cut—in excellent condition. Price reasonable. L. J. McMillin, 525 Board of Trade Bldg., Indianapolis, Indiana.

**WANTED** to put your idle capital to work. That rusty machine over there in the corner is of intrinsic value to some member of the grain trade. You can make a sale or a trade if you use these columns.

## FOR QUICK SALE

One Wolf-Dawson Wheat Washer.  
Two 36 inch Bauer Bros. ball bearing, double head, motor driven attrition mills, practically new.

One 24 inch attrition mill, same as above.  
Standard Mill Supply Co.,  
501 Waldheim Bldg., Kansas City, Mo.

**THREE BLOWERS** for dust conveyors, one 50" National Blower Works make of Milwaukee, Wis., one 60" and one 72" Sturtevant made by the B. F. Sturtevant Co., Boston, Mass.; A-1 condition; will sell reasonably; write for prices.

**THREE THOUSAND** feet 30" four ply rubber belting for \$1.00 per foot, Kansas City.

**SIX FAIRBANKS** Hopper Scales, 1,600 bu., with type registering beam for sale, good as new. They are coming out of grain elevators we are now dismantling for the Santa Fe Ry. Co., Argentine, Kas. We will guarantee same to be complete and in good working order. Will sell one or all. J. Goldberg & Sons Struc. Steel Co., 800 E. 18th St., Kansas City, Mo.

## REAL BARGAINS.

**Prompt Attention.** Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

SPROUT, WALDRON & CO.,

9 S. Clinton St. Chicago, Ill.

**ATTRITION MILLS:** 1 20" B. B. Dreadnought, 22" B. B. Monarch with drive, 16" B. B. Robinson, 14" Diamond Huller, 24" Monarch with 2 15-h.p. motors, 24" single head Bauer Bros. motor driven, 18" Halsted plain bearing. Corn shellers, new and used; dust collectors, new and used; new 1,100-lb. vertical mixer; elevators large and small; all steel elevator boots; Roller Mills corrugated for cracking corn; Bowsher Mills; corn scourer; Monarch Crusher; 2 and 3 bu. Richardson Automatic Scales; Smith Exact Weight Scale; hopper scales; grading reels; 1 Fairbanks Sacking Scale; clutches; Richardson Oat Separator; No. 1 and 2 Monarch Separators; Oxford Bean Polisher; Giant Bean Picker; Crippen Bean Picker; coal unloader; tighteners; large and small pulleys. Everything for the elevator; prices right. A. D. Hughes Co., Wayland, Mich.

## MACHINES FOR SALE.

**FOR SALE**—One combination corn and cob separator and small grain cleaner. Price \$100. John Murray & Son, West Jefferson, Ohio.

**FOR SALE**—One 3 pair high 9x18 Allis Feed Mill in excellent condition. Price reasonable. Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Missouri.

**HESS DRIER** for sale, in first class condition. Capacity 800 to 1,200 bushels grain per day. Will sell for less than half price. The Iowa Seed Co., Des Moines, Iowa.

**FOR SALE**—One 18" belt driven Halsted Attrition Mill in good condition. Price very reasonable. L. J. McMillin, 525 Board of Trade Building, Indianapolis, Indiana.

## ATTENTION, OAT CLIPPER.

One No. 10 Invincible Oat Clipper, including Out Board Bearing. Wire us for price on this. Standard Mill Supply Company, 501 Waldheim Bldg., Kansas City, Mo.

**FOR SALE**—One Model M Economy Bag Closing Machine for sewing and closing small bags containing from 5 to 100 lbs. material. Also one Invincible Friction Clutch Dust Packer. Write 57Q2, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—1 Hess corn and grain drier new, never has been set up, capacity 1200 bu. per 24 hours, crated for immediate shipment. Bargain. 1 double stand 9x30 B. & L. Molin-roll LePage cut. Address Standard Mill Supply Co., 501 Waldheim Bldg., Kansas City, Mo.

**THE BEST WAY** to dispose of anything is to advertise it. You may have something to sell or trade which would be of advantage to many who are unaware of the opportunity offered because you are not letting it be known to our subscribers through the columns of this publication.

**BARGAINS**—Bauer 19" Attrition Mill with two 15 hp. motors, like new.  
Bauer 24" Attrition Mill with two 20 hp. motors, fine condition.  
Three high roll mill.  
Two good corn shellers.  
300-500 bushel combination corn and grain cleaner.  
Everything for mill or elevator.  
Sidney Grain Machinery Co., Sidney, Ohio.

## MACHINERY FOR SALE

2 Allis-Chalmers 50 h.p. Motors.  
1 Williams large size Pulverizer.  
1 Eureka Improved Batch Mixer.  
1 B. & L. 9"x30" Double Roller Mill.  
1 Eureka No. 453-A Cracked Corn Separator.  
1 Monitor No. 5 Dustless Ckd. Corn Separator.  
1 10"x41' steel spiral conveyor.  
1 12"x12' steel spiral conveyor.  
2 Bucket Elevators 38' between centers.  
5 Cyclone Dust Collectors.  
7 Style B Draver Percentage Feeders with master drive.  
1 30' 9" L. H. Cut Fligh Conveyor.  
1 8' Brown Portable Bag Pilling Machine with motor.  
1 Cincinnati Time Registering Clock.  
1 Freemans No. 4 Grain Cleaner and Corn Sheller.  
1 alcohol gas stove.  
1 No. 5 Invincible Oat Clipper.  
1 2-lb. Torsion Balance Scale.  
1 Richardson 5-bu. Sacking Scale.  
DIAMOND MILLS, Evansville, Ind.

## INFORMATION BUREAU.

**READERS DESIRING** to learn by whom or where any grain handling machine or device is made can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS.

**Purchase and Sale Contracts** gives a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

**Clark's Decimal Wheat Values** cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 25 cents.

**Shipping Notices Duplicating:** A convenient form for advising receivers of the kind, grade and weight of grain shipped.

Fifty white bond originals, machine perforated, easily removed without tearing, and 50 manila duplicates, bound in heavy hinged press-board covers, with two sheets of carbon, size 5½x8½ inches. Order Form 3SN. Price 75c. Weight 8 ounces.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad; three for \$1.00. Weight 3 ounces.

**Confirmation Blanks, Triplicating,** will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in press-board with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

**Clark's Car Load Grain Tables:** The eighth edition is the most complete table for reducing carload weights to bushels published. The tables show reductions by 50-pound breaks as follows:

20,000 to 107,950 lbs. to 32 lb. bushels.
20,000 to 74,950 lbs. to 34 lb. bushels.
20,000 to 96,950 lbs. to 48 lb. bushels.
20,000 to 118,950 lbs. to 56 lb. bushels.
20,000 to 118,950 lbs. to 60 lb. bushels.

Bushels are printed from bold faced type in black ink; pounds in red, on heavy ledger paper, sewed and reinforced with muslin, and bound in flexible keratol covers with marginal index. Weight 6 ounces. Price \$2.50.

**Clark's Double Indexed Car Register** gives ready reference to the record of any car. Facing pages 11x16 inches of heavy ledger paper are each ruled into five columns, those on the left being numbered 0, 1, 2, 3 and 4, while columns on the right are numbered 5, 6, 7, 8 and 9. Each column is ruled into three distinct divisions with the following sub-headings: "Initial," "Car No." and "Record." The marginal index figure which is repeated in upper corner of each right hand page represents the right hand or unit figure of the number entered, while the column heading is the second or tens figure. The required number can be instantly found if properly entered. Form 40, with space for 12,000 cars, \$2.50. Form 42, with space for 21,600 cars, \$3.25.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL,  
309 So. LaSalle St., Chicago, Ill.



## SEEDS FOR SALE—WANTED

### Directory

#### Grass and Field Seed Dealers

##### BALTIMORE, MD.

Wm. G. Scarlett & Co., wholesale and merchants.

##### CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds

##### COUNCIL BLUFFS, IOWA.

Council Bluffs Seed Co., seed corn, nothing else.

##### CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.

##### FT. WAYNE, IND.

Wolf Seed Co., wholesale field seeds.  
Kraus & Apfelbaum, field seed dealers.

##### INDIANAPOLIS, IND.

Indiana Seed Co., field seeds.

##### KANSAS CITY, MO.

J. G. Peppard Seed Co., field seed merchants.  
Rudy-Patrick Seed Co., field seed merchants.

##### LOUISVILLE, KY.

Louisville Seed Co., clover and grasses.

##### MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., field and grass seeds.  
North American Seed Co., wholesale grass & field seeds.

##### MINNEAPOLIS, MINN.

Minneapolis Seed Co., field seed merchants.  
Northrup King & Co., field seeds.

##### ST. LOUIS, MO.

Mangelsdorf & Bro., Ed. F., wholesale field seeds.

### SEEDS FOR SALE.

**NEW CROP TIMOTHY**—This year's seed is above average quality but limited in quantity. Ask for prices on small lots or car loads.

A. D. HAYES, New London, Iowa.

**SEED BUYERS AND SELLERS** can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds for Sale—Wanted" columns of the Grain Dealers Journal, Chicago, Ill.



**If You Need HAY**  
write us for delivered prices

#### North American Seed Co. MILWAUKEE, WIS.

#### CLOVERS—TIMOTHY ALFALFA

Get our samples and prices before buying

#### LOUISVILLE SEED COMPANY, Inc.

Louisville, Kentucky

Buyers and Sellers of All  
Varieties of Field Seeds

Headquarters for Redtop Orchard  
Grass and Kentucky Blue Grass

#### J. G. PEPPARD SEED COMPANY

Buyers SEEDS Sellers

ALFALFA, CLOVER, BLUE GRASS, SWEET CLOVER

KANSAS CITY, MO.

#### COURTEEN Seed Company

Weekly Price List on Request.  
Milwaukee, Wis.

#### KELLOGG SEED COMPANY

MILWAUKEE, WISCONSIN

FIELD AND GRASS SEEDS

#### Crabbs Reynolds Taylor Company CRAWFORDSVILLE, INDIANA

Buyers and Sellers

CLOVER AND TIMOTHY SEED—GRAIN

#### MISSOURI GROWN BLUE GRASS NORTHWESTERN ALFALFA

Ask for Quotations

RUDY-PATRICK SEED CO.  
KANSAS CITY, MISSOURI

#### ED. F. MANGELSDORF & BRO.

Buyers and Sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder  
Seeds, Sudan Grass, Soy Beans, Cow Peas

First and Victor Streets

St. Louis, Missouri

Peoria, Ill.—I have been a subscriber to your magazine for a long while and, while I am not engaged in the grain business, I receive a great deal of valuable information from the various items and articles on insurance, as it may relate to my particular business. If every trade journal in the country would show as much interest as you do in an effort to reduce the fire waste of this country, I think great and lasting results would be accomplished.—Homer Caldwell, state agent Springfield Insurance Co.

#### BUCKEYE BRAND FIELD SEEDS

Strictly No. 1 Quality

The J. M. McCullough's Sons Co  
CINCINNATI OHIO

#### ACCOUNT BOOKS

FOR SALE BY  
Grain Dealers Journal  
CHICAGO

### Modern Methods

#### GRAIN DEALERS JOURNAL

309 So. La Salle Street, Chicago, Ill.

Gentlemen:—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find Two Dollars.

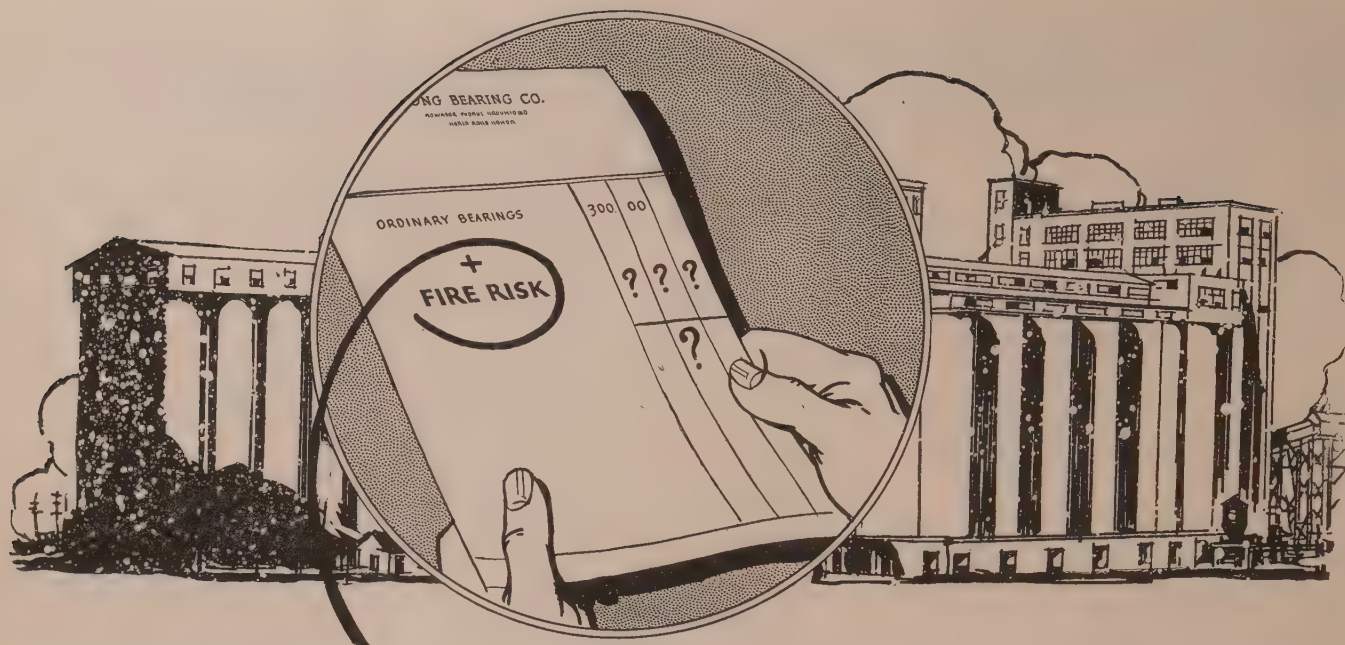
Name of Firm \_\_\_\_\_

Capacity of Elevator \_\_\_\_\_ Post Office \_\_\_\_\_

\_\_\_\_\_ bushels \_\_\_\_\_ State \_\_\_\_\_

Use Universal Grain Code and reduce your Telegraph Tolls





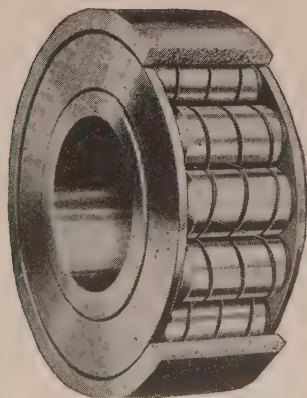
## Why tack on a fire risk?

Ordinary bearings, running hot in gear drives and pulleys, have caused too many serious dust explosions and fires during the last few years. Grain elevator owners, accordingly, are no longer taking chances with plain bearings, but now are specifying Hyatt Roller Bearings throughout their installations.

The true rolling motion of Hyatt bearings practically eliminates friction and overheated journals. Their positive lubricating action insures proper protection to all bearing surfaces. This results in cool running bearings and reduces the fire hazard.

Your mechanical parts will last longer and function easier, with the help of Hyatts. Hyatts also are easy on themselves, and need no repairs or replacements. They usually pay their cost of installation, in lubricant, labor and power savings, the first year of their operation.

Hyatt Roller Bearings are built for smooth, steady service in elevator leg gear drives and the head, boot and back leg pulleys of these installations; also in the idler, head, tail, take-up, snub and tripper pulleys of conveying systems. Specify Hyatt Roller Bearings. It pays!



### HYATT ROLLER BEARING COMPANY

Newark	Detroit	Chicago	San Francisco
Worcester	Philadelphia	Charlotte	
Pittsburgh	Cleveland		

# HYATT

## ROLLER BEARINGS



## GRAIN DEALERS JOURNAL

309 South La Salle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the 10th and 25th of each month in the interests of better business methods and improved handling facilities for progressive wholesale dealers in grain and field seeds.

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$2.00; single copy, 15c.

To Foreign Countries within the Postal Union, prepaid, one year, \$3.00; to Canada and Mexico, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in each number tell of its worth. If you would be classed with the leading firms catering to the wholesale grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked - Answered" department. The service is free.

CHICAGO, AUGUST 25, 1926

MONEY lost in operating the state owned mill at Grand Forks, N. D., would have built 4,895 miles of graded highway.

MINNEAPOLIS receipts of winter wheat are running nearly twice as heavy as its receipts of spring wheat, which is significant of an unusual condition on this crop.

POSTING prices and sticking to them convinces patrons of your confidence in the fairness of your bids. The buyer who raises his own bid casts suspicion on his own prices.

OVERBIDDING the market gives the offender the full right to have the market bid up and all offerings unloaded into his receiving sink. No sane dealer enjoys taking in grain with an assured loss.

THE CLEAN elevator is uninviting to weevil, moths and other grain infesting insects. Cleanliness also reduces the dust explosion hazard and makes the elevator more attractive to customers.

MANY OF THE OLD and poorly constructed elevators of the winter wheat belt have dropped part of their loads recently, and in some cases they have been thoughtless enough to give way during a rainstorm. Foresighted grain elevator operators go all over their houses before the new crop starts to move and make needed improvements when they are not busily occupied receiving grain. Then they can give their entire time and attention to putting their house in condition to run through the new crop movement and without inconvenience to their customers.

THE WINTER WHEAT producers in rushing their new crop to market have expressed most emphatically their supreme contempt for the "orderly marketing" theories of the scheming pool promoters.

A TEXAS dealer recently sent a sample of wheat to the federal board of review at Chicago by air mail. His enterprise could be followed by other dealers needing a quick decision on an appeal, the decision being returned by wire.

SHIPPERS who attempt to deliver smutty wheat on contracts for No. 1 or even No. 2, are very likely to be sorely disappointed, because there is so much smutty wheat in the Southwest, buyers are disposed to discount it most liberally.

MINNESOTA'S Railroad and Warehouse Commission is showing praiseworthy zeal in its new regulations against the breaking of seals on grain cars by anyone who desired a sample. A seal should be a guaranty that the contents have not been tampered with by unauthorized persons.

SELLING by grade determined after the most vigilant inspection by experienced judges is necessary for all shippers routing grain to the terminal markets, yet many of them persist in buying by kind and blindly ignore quality and condition. You can count their profit from handling grain in the dark.

SEALED samples fairly representing the average quality of each car load of grain shipped will often help the shipper to an advantageous adjustment of the settlement and if sample is carefully examined before shipment and after receipt of grading it will help the buyer to judge more accurately of the quality of later offerings.

CONGESTION at Montreal is developing into a more serious situation than at first expected. After the first rush of grain at the opening of navigation it was thought that the heavy receipts would be moved out. Now it develops that the failure of the wheat to move is due to the financial condition of Europe, which is unable to take the grain as fast as offered, and pay for it. It is feared that the congestion will be aggravated when the bigger fall movement of grain begins. About half of the Canadian canal carrying boats are tied up with grain on board that ought to be in the elevators, releasing the boats for their proper service of transportation.

THE EAGERNESS with which elevator operators of the winter wheat belt grabbed anything that looked like a box car, would in ordinary times, have resulted in many leaking cars being reported to our "Leaking in Transit" column. We are glad for the sake of both the shippers and the carriers that few have been reported. The movement has been extremely heavy and many old cars have been pressed into service, but the shippers are learning how to cooper cars and line them with paper so that they deliver at destination all grain put into them. This intelligent care at the start of a shipment saves a world of worry regarding shortages and collection for the loss.

AUGUST rains have damaged much small grain in the shock so that shippers will be grievously disappointed with the grading of what they venture to send to market. Some elevator operators are planning to grind the low grade oats and barley for hog feed.

IF COUNTRY GRAIN DEALERS tried half as persistently to make their competitors take their full share of grain from the immediate territory as they now strive to make those same competitors pay more for the grain than they can sell it for, we would have no over-bidding contest and fewer failures.

THE FEDERAL Dept. of Agriculture has decided not to change the rules on smut as desired by the Kansas Department of Grain Inspection. The Kansas officials felt so strongly against the alleged discrimination against smutty wheat that they put up a hard fight. They yielded, as they would have had to eventually, the federal officials having power to take away their licenses to inspect grain.

POOL MEMBERS who have suffered loss by permitting the pool to sell their wheat for them now have a precedent to follow in an endeavor to recover damages, two members of the Southwestern Wheat Pool at Edwards and Lewis, Kan., having started suit against the pool to recover \$950 and \$2,734.56 respectively. Unfortunately for most members of the pool, altho they know they lost money thru the pool they can not prove it.

SOUTH DAKOTA'S WHEAT POOL managers, without any previous experience in the grain elevator business, now propose to get control of more of the capital of their members with a view to acquiring country grain elevators, all of which will call for a heavier expenditure by members and reduce the opportunity for the economical marketing of the farmers grain. However, few pool managers have any interest in their members. All they are looking to is the revenue they can get out of the members.

BURNING THE ELEVATOR to cover up a heavy grain shortage may wipe out much of the evidence of wrong doing, but the salvage is very likely to arouse suspicion when the fire insurance inspector gets on the ground. Two North Dakota managers have recently burned the elevators they were in charge of, and one has already admitted that he did it to cover up a shortage. The state fire marshal's report is found on page 252 of this number. The experience of this man is very much like that of other men who are now doing time for the same offense.

USING the government's vessels for the gulf wheat trade at a loss to expedite the movement may have been desirable; but introduces the question whether some other commodity was not discriminated against, by reason of political expediency. If the principle that grain should have the preference over other commodities is to be recognized why not make its application more general, to apply to the car supply of the railroad companies, so the country grain shipper will be furnished with cars for loading while shippers of coal, lumber and merchandise go without in times of car shortage.



UNGUARDED MACHINERY, especially gears, sprocket chains, and shafts with protruding set screws, can not be safely tolerated about an elevator. They are sure to grab a limb or a life when least expected. The best way is to protect dangerous moving machinery against customers and employes to the end that suffering and loss of life may be minimized.

CHILDREN cannot be safely tolerated about the grain elevator, and it is especially dangerous when the elevator is in operation. Three lives have been sacrificed to this tolerance of the elevator operators this month. One boy was sucked into a bin from which grain was being drawn at Roby, Ill., early this month, and the following week two boys at Prescott, Ind., were sucked down into the bin and suffocated. The big open bins of grain always present an urgent invitation to venturesome youth to jump in. The boys would not jump in if they had knowledge of the danger accompanying their venture, so it is incumbent upon the operators of grain elevators to keep the children out. The least they can do is to post a sign warning them to "keep out!"

CENTRAL management of groups of elevators in Illinois is proposed by those who have studied the audits of 65 farmers elevator companies in Illinois. The central manager is to dictate the prices at which to buy and sell; and the gross profits are to be apportioned among the respective elevators according to the number of bushels handled by each house. The disadvantages of the scheme are many. Those companies having more efficient local management would not receive their share of the profit and would be taxed to keep running houses that ought to be out of business. There would not be the inducement that there is at present to operate each plant economically. The plan ought to be modified so that each house could keep its own earnings, and put into immediate effect in order to derive the great benefit of stable buying prices.

THE SALE PRICE at which many of the superfluous elevators at country stations are now being transferred, represents such a small percentage of the original cost, the wonder is that inexperienced persons at other stations are induced to buy stock in new companies. One band of agitators, which recently attempted to sell stock in an elevator corporation, convinced many of the prospective suckers that the elevator would save them at least 12c a bushel on all grain shipped from station. This extravagant statement appealed to one inquiring mind with such force that he investigated at the depot office, and found that the station had never shipped to exceed 110,000 bus. a year, so it seemed somewhat ridiculous to invest \$45,000 in a plant which could not be expected to handle more than one-half of the grain offered for shipment. Fortunately for the farmers who were disposed to subscribe for the stock, the venture fell flat; because the operator of the single elevator at the station showed that he had not realized over 1% on his investment in the last five years. It is easy to put money into grain elevator property, but extremely difficult for the inexperienced to get it all out.

## "Delivery" an Outworn Criterion of Gambling in Wheat.

The decision by the Supreme Court of Illinois awarding the Glasford Banner Farmers Elevators of Glasford, Ill., judgment against the Turner-Hudnut Co., of Peoria, Ill., for losses growing out of trades in grain for future delivery on the Chicago Board of Trade, calls attention to the undue emphasis placed by the courts on intention to deliver as evidence of the legitimacy of transactions on the Board.

The farmers company bought 168,000 bus. of corn and 10,000 bus. of oats, and sold 183,000 bus. of corn and 10,000 bus. of oats, not an excessive amount for a concern having three elevators, and desiring to keep hedged against farmers grain taken in and shipped without being sold by the farmer.

The company shipped its cash grain to Peoria where it was sold by the Turner-Hudnut Co. on commission; but the hedging transactions had to be executed at Chicago where there was a future market, Peoria having no future market. The manager of the elevator company told the secretary of the Turner-Hudnut Co. that it had a large quantity of grain in its elevator at Bell Landing which could not be shipped because the river was frozen over and he desired to sell this grain for future delivery in order to obtain the prevailing high prices.

The rules of the Chicago Board of Trade declaring delivery to be contemplated were offered in evidence. The manager of the futures department of the defendant testified that it was his impression when orders were received from the farmers company that the company had the grain and it was to be delivered. The court, however, seized upon admissions by the manager of defendant that as a rule transactions in his department were settled on margins.

Both of the lower courts in this case, the circuit court of Peoria County, and the Illinois Appellate Court of the second district, found as fact that neither party intended that there should be the receipt or delivery of the grain, that both parties understood that settlement would be made only by the payment of differences, and that these purchases and sales constituted gambling transactions and were void.

Any grain dealer of experience understands why there is no delivery and no intention to deliver on a legitimate hedging transaction. The courts, however, seem to have difficulty in getting away from the language of the law. The court pointed out that Sec. 130 of the criminal code of Illinois provides that whoever contracts to have or to give to himself or another the option to sell or buy at a future time any grain or other commodity, where it is not at the time of making such contract intended by both parties thereto that the option, whenever exercised, or the contract resulting therefrom, shall be settled, not by the receipt or delivery of the property, but by the payment only of differences in prices thereof, shall be fined or confined in the county jail, and all contracts made in violation of this section shall be considered gambling contracts and shall be void.

It is too much to hope that this archaic law

can be repealed; but it might be possible to have it amended to exempt transactions made by owners or operators of grain storehouses and their agents, when duly authorized to deal in grain for future delivery, when there may be no intention to deliver or receive the grain on the exchange where sold or bought for future delivery, in the course of hedging transactions, made for the purpose of avoiding loss by reason of price fluctuations, on grain in store or contracted to be bought or sold elsewhere than on the exchange.

Such an amendment would not permit the heavy plungers to qualify and would not give the doctors and professional men a privilege that ought to be granted to cash grain dealers. The amendment also would give some protection to grain commission merchants in the terminal markets handling cash grain and executing orders for futures for the same customers with legitimate intentions. In the past few years there have been a half-dozen lawsuits where the commission merchant was doing a legitimate business and yet suffered loss by the court's undue stress on the matter of actual delivery of the grain.

Statements on the account sales that delivery is contemplated, and attempts to put the rules of the Board of Trade into evidence are no protection when the welching customer testifies that he made a great number of trades and never delivered or received a single bushel.

## "Scale Tolerance" in Court.

Judges on the bench are keen to discern loose practices that do not place responsibility where it belongs; and the courts, therefore, have been more opposed to allowing variations in weights than even the merchants themselves.

The time went by many years ago when it was permissible to take 100 pounds of the actual weight loaded out of a car into a terminal elevator to provide for future shrinkage. The position of the courts is that every owner should bear the shrinkage occurring during his period of ownership.

This view may be back of the poor success attending the efforts of the Transportation Com'ite of the Grain Dealers' National Ass'n to bargain with the carriers by allowing them an established reduction for natural shrinkage, or wastage, or scale differences, on claims for loss in transit. It is not a fact that grain shrinks uniformly. To deduct 70 pounds when the actual shrinkage was but 5 pounds is unjust to the grain shipper.

The decision by the Supreme Court of Iowa, published Aug. 10, dismisses as worthless two 400-page volumes reporting experiments to prove that coal loses weight in transit. A jury is not to be bound by the voluminous findings of the U. S. Bureau of Mines.

Of scale tolerance, the court well says that the scales might err by understating the weight, as well as by overstating it. A carrier has no right to assume that scales at destination habitually underweigh the coal being unloaded.

New winter wheat is so dry it will invariably gain in weight when shipped to the seaboard, so that any rule of tolerance for shrinkage or scale difference made heretofore would be unfair in shipping 1926 winter wheat.



## Stamping Out Unfair Competition.

In the Journal for Aug. 10th and again in this number, are published a number of letters from country elevator operators who are experiencing real difficulty in deriving any revenue from money invested in grain handling facilities or the service rendered to producers of communities having a surplus.

While it may be true that the grain dealers are themselves to blame for the bad practices now in vogue with country elevator operators, that does not remedy the matter. So many experienced, capable dealers have been sacrificed to existing vicious practices it is time all interests joined in a vigilant effort to bring about saner methods.

Few stations in the older producing sections ship sufficient grain each year to warrant the operation of more than two modern, well equipped elevators. The old shacks and out-of-date houses should be wrecked or else used only for storage.

The laws do not require men engaged in the same line of business stubbornly to persist in jabbing at one another's throats. In fact, the community suffers whether they indulge in such encounters personally or through their business methods. Every time a worker of any community is sent to the poorhouse, the community itself suffers.

As a rule, communities through their commerce associations, lend a helping hand to new enterprises providing they do not compete with existing business undertakings, but you have never heard of any organization conducted in the interest of a community offering a bonus, relief from taxation, or any advantages to the shark who would come in to its market and conduct any business along unfair methods. This is because all sane merchants recognize the detriment to the community and to the individuals making up the community, from cut-throat methods.

We have in mind a peaceful station in Iowa where two dealers who were striving to piece

out their meager incomes from handling grain by sidelines, were carrying the same lines and cutting profits to as narrow a margin as possible, in order to continue the unreasonable competition long existing in the grain handling department of their business. The intercession of a friendly neighbor resulted in each abandoning two sidelines, so that the other could render exclusive service in those lines. This resulted in each sending customers to the other, and resulted in each giving suggestions to the other as to where supplies of his sideline were most advantageously obtained. This friendly toleration was quickly followed by a kindly consideration, and a partnership that netted both men a better revenue than they had ever known while operating independently.

It always pays real dividends to court the friendship of competitors even to the point of frequently calling and conferring on trade problems that will inure to the benefit of all concerned.

Some grain trade associations have, in annual meetings, adopted a code of business ethics, then gone home and forgotten all about it. Any such declaration of principles, especially if they uphold fair business methods, should be printed in large type and hung over the desk of every one actively engaged in the business. The oftener each is reminded of the necessity of close co-operation among competitors if an efficient service is to be rendered patrons of the community, and the oftener they discuss the different problems identified therewith, the sooner will they attain a maximum efficiency to the profit and delight of the community and to their own permanent satisfaction.

Country elevator men generally recognize that cut-throat methods are the direct result of superfluous facilities. It may not be at their own station, in fact, it is often 50 miles away, but over-competition in the grain business in every state seems to be so productive

of bad methods that the contagion extends to far distant points where over-competition was previously unknown.

No business community ever profited permanently as the result of unfair competition. We recall that years ago a shyster leased an old tumble-down mill and elevator from a southern Indiana bank which had carried it on its books for many years, although idle, and by giving free storage, the rise of the market, and paying more for grain than what he was bid, he soon had a long line of wagons pulling wheat to his plant from adjoining counties. When he left for parts unknown, different banks were out several hundred thousand dollars, and the patrons of his free storage game are still waiting to get the top of the market on the grain deposited. It took the banks, the farmers, and the community many years to recover from the losses suffered as the result of this shyster's wild methods, which he adopted to get possession of other people's property.

So we see that every community is directly interested in the establishment of reliable business firms, who will contribute to the permanent welfare and stability of the community.

Few business firms have been fully established, or long maintained, which were not founded upon principles of fair play and square dealing, and the sooner the grain elevator operators at every country station come to a full recognition of the real advantages of pursuing a firm policy of live and let live, the sooner will they be able to devote their time, strength, and energy to rendering a real service to their patrons and secure a fair recognition to their full right to fair compensation for that service. However, little can be accomplished unless all elevator operators of each county join in an earnest, honest effort to bring about the general adoption of better business methods.

## What Am I?

I am a little thing with a big meaning  
I am never idle nor indifferent  
I help everybody  
I unlock doors; open hearts; dispel prejudice  
Everybody loves me  
I create friendship for you—good will for your business  
I inspire respect and admiration  
I am as infectious as laughter  
I violate no law  
I please those of high and low degree alike  
I am useful every moment of every day  
I bore nobody  
Many have praised, none have condemned me.  
I cost you nothing, save when you ignore me  
Then you lose friends, opportunity, wealth and happiness  
I am that little trait called

Courtesy

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

C. R. I. & P. R. R. 56698, wheat leaking from side of car, apparently around door post. Car was in train on M. & St. L. Ry., northbound.—H. C. Smith, mgr., Clark Brown Grain Co., Minburn, Ia., Aug. 12.

U. P. 18,243 passed thru Rupert, Idaho, Aug. 6 leaking grain on north side of door.—Ross Woolford, mgr., Farmers Mill & Elev. Co.

A. T. & S. F. 31429 passed thru Gifford, Iowa, on the M. & St. L. leaking wheat above draw bar.—H. N. Edmondson, H. N. Edmondson Grain Co., Aug. 6.

A. T. & S. F. Car No. 42421 leaking wheat at door post when going thru Edmond, Okla., on Aug. 3, southbound.—E. H. Suenram, Mgr., Farmers Grain Co.

C. G. W. 25866, eastbound on the T. P. & W. R. R. thru Gilman, Ill., July 24, leaking white oats side of car over truck.—George O. Cox, Cummings Grain Co.

M. K. & T. 74182, going east thru Greenville, Tex., on L. R. & N. on July 17, was leaking very badly at the door when passing thru here at noon.—D. E. Denney, Branch Mgr., G. B. R. Smith Milling Co., courtesy H. B. Dorsey.



## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Graph of May Future?

*Grain Dealers Journal:* Can the Journal inform me where I can secure a graphic curve showing the daily fluctuations of the May options of the wheat market in the Chicago Board of Trade for one or more years? The graph may show the other usual options, but I wish especially the May options. A graph showing the weekly high and low might do if there is no daily.—Dr. C. G. Luft, Fremont, O.

**Ans.:** When trading first starts in May wheat the volume of business in that future for several weeks is too small compared with the transactions in the more active futures and May wheat is not charted by students of the market, or published in the Journal until it becomes the most active future, beginning usually in November.

The opening, high, low and close each day on May wheat on the Chicago Board of Trade are published in the Journal on the chart given in the issue of the tenth of each month, for the preceding month, during the time that the May delivery is active.

The chart on page 167 of Aug. 10 number was based on the September delivery, that being the most active; but in the issue of Sept. 10 the December delivery will be used, and two months later the May will be employed.

### Can Country Elevator Operator Make \$2,500 by Hedging?

*Grain Dealers Journal:* The letters published in the last issue of the Journal are indeed interesting to us, especially those of the Illinois dealers who told of the bad trade conditions in their state.

While practically all the conditions mentioned probably obtains in all states, do not think that there is a way out for the dealers who are qualified by experience and study to use the futures markets as places to hedge their cash grain?

The average country elevator of Nebraska will hold 30,000 bus. of grain, but practically every manager will ship his grain as soon as he can accumulate a carload even though he could make 10c per bushel by hedging it in the deferred option.

Do you not agree with us that a country dealer who knows his business can add from \$2,500.00 to \$3,000.00 to his gross income if he will use the option market to hedge grain instead of a place to speculate in grain?—Very truly, F. G. Co.

### Oklahoma Storage Law.

*Grain Dealers Journal:* What is the Oklahoma law regarding storage? Is it possible for a bonded warehouse to accept wheat for storage without making a storage charge? We understand some mills are doing so.

Can a firm legally accept storage wheat without bond? If it is bonded, can it legally remit storage charges or fail to collect.—R. M. Wharry, mgr., Farmers Grain Co., Pond Creek, Okla.

**Ans.:** The Oklahoma warehouse system was established by an act effective Apr. 9, 1923.

Sec. 3718-31 authorizes the state board of agriculture to provide rules and regulations for bonded warehouses. The surety bonds are required "for the full and faithful performance of their contract."

Sec. 11183-3, effective Mar. 26, 1923, creates a state warehouse superintendent and provides for licensing of farmers' co-operative warehouses with charges subject to the approval of the State Board of Agriculture.

The law of 1919 provides that a public warehouseman must procure a license from the district court of the county and give a bond vary-

ing with the capacity of the warehouse from \$25,000 up.

Section 11060 requires that the warehouseman shall charge one patron the same rate as another patron. The storage rates are required by Section 11075 to be published during the first week of January of each year, which rates shall not be increased during the year. The maximum charge shall be 2c per bushel for first 10 days and ½c per bushel thereafter for each 10 days.

Presumably the Farmers Grain Co. is not licensed under the act of 1923, but would come under the law of 1919, and could store grain free for all, the law prescribing only the maximum, not the minimum, charge.

A firm cannot accept wheat for storage from different persons without both a license and a bond. It cannot remit storage charges without remitting to all patrons alike. There must be no discrimination. No penalty is prescribed for failure to collect charges, but if the warehouseman's own rule stated that no grain would be loaded out unless the charges were paid the warehouseman loading out grain or buying it from the farmer without deducting the charge made by himself would be liable for violation of Section 11060.

### Warehouseman's Liability to Railroad for Fire?

*Grain Dealers Journal:* In the event of fire in our warehouse and cars ordered for loading were destroyed, could we be held liable for damages to said cars by the railroad company? It is not mentioned in the yearly lease that we hold with the railroad company.

We contracted the bailing and loading of some wheat straw that we bought in the field. It was our custom to have the party doing this to report to us in writing when each car was ready for billing. A car of straw partly loaded caught fire at 10:30 in the evening. We would like to have the following information:

(1) Whether the railroad company can be held responsible for a car under process of loading on their team track.

(2) Can they hold the shipper or the party loading the car for damages to the car?

(3) Who is responsible for the cleaning up the burned wheat straw which is practically worthless?

(4) Are railroad companies compelled to protect the shipper by closing and sealing cars on their tracks at night even though partly loaded?—Cutter Bros. Warehouse, Corcoran, Cal.

**Ans.:** Under the facts stated, and the railroad company not having a clause in the lease placing the liability on the warehouseman, the latter is not liable for damage to cars.

If the warehouseman was grossly negligent in permitting a fire to start and spread he would be liable, but not on account of his relation to the railroad company. For example, a railroad company collected \$5,000 damages by suit against the owner of an automobile who caused a wreck at Ridder, La., by failure to come to a full stop before crossing the track, as provided by the law of Louisiana.

Question No. 1 is not correctly stated, as since the site was under lease to the warehouseman the team track was that of the warehouseman and not the railroad company. If this track is solely under the control of the warehouseman the railroad company can not be held responsible for the burned straw. If, on the other hand, this track is what is commonly understood to be a "team" track, it is used by all shippers at that station and under the control and watchman service of the railroad company, which then is responsible. This point must be cleared up before questions 2, 3 and 4 can be answered positively.

The sound rule of law governing this situation is that the railroad company is not liable until it has been given control of the shipment. The railroad company has no agent present at all times to supervise the loading. Its liability should not begin until after the car has been sealed and the shipper has asked for a B/L. Actual sealing and issuance of the B/L is not necessary to fix the liability on the carrier. If the carrier having notice of completion of loading moves the car it is liable. It was so held in *Morrison Grain Co. v. Mo. Pac. Ry. Co.*, by the Kansas City Court of Appeals, where the grain company having a lease on the right of way track ordered a car, loaded it with corn and notified the agent that the grain company would write out a B/L in the morning. During the night before the B/L was issued the railroad company moved the car to its station, where it was burned before morning. The jury found that it had been delivered to defendant and accepted for transportation. This appeared in 170 S. W. Rep. 404, and on page 85 of "The

Grain Shipper and the Law." On page 53 of this volume are the following cases:

**Burning of Car on Warehouse Switch.**—Where a carload of freight, when burned was standing on an industrial switch leading to the shipper's warehouse, and the fire was started by a coal oil stove in the office of the warehouse being turned over by one of the shipper's employees, firing the warehouse, from which the flames spread to the car, destroying its contents, the act of the shipper's employee in starting the fire was the proximate cause of the loss of the car; it then being in the possession of the shipper, and not of the carrier.—*American Lead Pencil Co. v. N. C. & St. L. Ry. Co.* Supreme Court of Tennessee. 134 S. W. 613.

**Liability of Carrier.**—When a shipper surrenders the entire custody of his goods to a common carrier for immediate transportation, and the carrier so accepts them, the liability of the carrier as a practical insurer of the safe delivery of the goods at once attaches; but such liability does not attach until the goods are unconditionally surrendered by the shipper and accepted by the carrier.—*Burrows v. C. B. & Q. Ry. Co.* Supreme Court of Nebraska. 126 N. W. 1084.

As to the removal of the burned straw this must be attended to by the lessee if on the ground leased by him; or by the carrier if on a team track used by the public.

### Careful Use of Tester Kettle Insures Dependable Results.

By E. W. M.

The manner in which the tester bucket is handled can make several pounds difference in the test weight of grain. State and federal inspection departments recommend setting the bucket into the load of wheat until the top is nearly level with the top of the load, then drawing grain with both hands from around the bucket, filling until it runs over. In using the tester beam to stroke off the surplus flush with the top edge of the bucket make three outward diagonal strokes with a seesaw motion. Then weigh and obtain correct test weight.

One dealer we know had the inveterate habit of talking to the patron while making the test. Unconsciously he would bring the beam against the bucket a little heavily as he started the leveling strokes, causing the contents to settle ever so slightly. Consequently his test weights invariably ran a half to a pound and a half heavier than those of his competitors.

Dipping the tester bucket into the grain packs it so the test will run several pounds heavier than when filled by the approved method.

Using variations of the approved three outward diagonal strokes makes differences in the test weights obtained. In a test personally conducted we found that the same three strokes made inward instead of outward made the test two-tenths of a pound lighter. It is presumably true that grain dealers would obtain more accurate tests by using the approved wood stoker instead of the tester beam for leveling the test. The wood stoker has a round edge, whereas the beam is squared. Using the brass beam causes unnecessary wear of kettle rim and beam and eventually makes it impossible to obtain accurate tests with the worn tester.

Once in a while we find a dealer who follows the regular inspection dept. methods as closely as possible. He dumps a sample of approximately 1,000 grams in a funnel set at the right height above the tester bucket and uses a wood stoker. His tests almost always coincide with those of the terminal inspection departments. One dealer we know goes a step farther. He obtains his sample with a wagon load trier, making five probes in each wagon or truck load.

It is a source of satisfaction to make the acquaintance of such dealers as Mr. Wentz at Leon, Kans. He is a conservative business man using care and caution in his procedure. His grades always stand up at terminal markets, he practically never has a railroad claim and he has the confidence of his patrons. His records are so systematized that he can find complete information on any car shipped at a moment's notice. Duplicate scale tickets for every wagon or truck load of grain delivered are always available for the patrons.



## Association Work in Oklahoma.

BY OBSERVER.

Loyalty, good-fellowship and a commendable spirit of fairplay are intangible evidences resulting from well planned and carefully carried on organization work among the grain dealers of Oklahoma. Nevertheless these factors are of paramount importance to the trade as well as to Ass'n. The success of the merchants of the state, members and non-members, depends largely upon the consideration and toleration of all classes for their brother dealers. Without harmony and square dealing fair profits quickly take wings.

Many dealers, particularly those who are unwilling to participate actively in the work of their organization, underestimate the value of their Secretary. He is the single influence that binds together the dealers of any territory and makes it possible for them to work in harmony with other localities. He must be a quick and accurate judge of human nature, fair in his decisions and a king among diplomats, with inexhaustible patience and limitless capacity for trying work. Considering the value of his work to the trade and the difficulties of his job he is never sufficiently rewarded materially. Much of his recompense comes from the satisfaction of helping the trade to better business conditions and from the fast friendships he forms.

In recent years it has been my privilege and pleasure to work at various times in conjunction with several of the secretaries of state grain dealers ass'ns. I speak proudly of that fact. Without exception I have found them men of high caliber, broad vision and patient tolerance.

Generally much more is expected of an ass'n sec'y than any one man can do. He is supposed to keep well informed on the trade so he can intelligently answer at a moment's notice any and all questions which may occur to any dealer. In this connection it is not amiss to state that all have mentioned *Grain Dealers Journal* as being indispensable. Then they are supposed to fight adverse railroad rates and regulations and antagonistic legislation. Field work is continually calling that the membership of the organization may be maintained and personal contact with the trade kept up.

Frequent local meetings affect a direct influence on the success of the state ass'n.

From his many years of experience Sec'y Prouty of the Oklahoma ass'n states he has "Found it wisest to call a meeting whenever and wherever the need is felt, sending invitations to all grain dealers within a reasonable radius. Then go unprepared. It is an easy matter for me to get up and deliver a long discourse on the trade conditions. But that is not what those fellows want, or need. They have local problems to solve that I know nothing about until I get on the ground and talk with some of them. Then the problem is to get them to discuss their common problems among themselves, openly and above board. Usually they will come to some understanding which works to their mutual benefit."

I had the pleasure of working with Sec'y Prouty for a few weeks off and on and attended local meetings he called. He follows his own words to the letter. Some things of general interest received a little attention, but they were merely warming up exercises. The real discussions centered on local problems and were the cure-alls for some business disease breaking out among a few refractory members and showing signs of contaminating many other dealers. Often these discussions, with the influence of the Ass'n, quieted the outbreak.

During the wheat pool troubles of Indiana when 5-year contracts threatened the prosperity of the farmers, I attended several local gatherings of both independent and co-operative dealers. It occurred to me at that time that if the farmers were brought together and permitted to discuss their problems collectively

instead of sitting thru the tiresome talks of paid agitators with an iron or two in the fire, his real problems would be solved far more effectively and he would bite less frequently on the thin line of the promotor and the scheming demagogue.

Some one mentioned the other day that "The successful business man today is the fellow who makes his deals with his cards face up on the table. He may not make so much on each deal but his customers come back and he develops a volume."

That dealer reflected a ripe experience in a few words. They could not be improved with enlargement. Frank, open, fair play between dealers aids both in making a reasonable profit. It is generally recognized as unsafe to deal with a merchant who neglects to get a fair profit, for without profit bankruptcy is near and that hazards the fulfillment of contracts.

The promotion of good fellowship, fair-play and harmony among dealers is the paramount purpose of state grain dealers ass'ns. Evidence of its good effects lies in the settling of disturbing local ills, the harmonious working together of the members of the trade for mutual welfare.

It is the aim of every secretary to establish and maintain harmony among the elevator operators of his state. To this they willingly devote much of their time and thought. A sec'y's voice cannot be found that would fail to repeat the words of Sec'y Dorsey of the Texas ass'n to his members at their last annual convention:

"There are 24 hours in every day. A man my age only requires about 6 hours' sleep. And then, of course, I've got to eat. Otherwise my time is yours. Just call on me."

## Grain Dealers Conduct Campaign for Exceptional Wheat.

Capitalizing on the arrival of the Special Santa Fe Wheat Train and the record attendance which the event would warrant, the wide-awake grain dealers of Dodge City, Kansas, promoted and successfully put over a grand "Wheat Festival Day" in celebration of the record crop as well as the arrival of the "Special."

For every wagon or truck load of wheat containing 50 bushels or more of the 1926 crop, to be judged on basis of test, weight per bushel, protein test, freedom from smut and rye, uniformity of color and size of kernels, the following scale of prizes, totaling \$525 in all, were offered:

First .....	\$100.00
Second .....	50.00
Third .....	25.00
Fourth to tenth, inclusive, each .....	10.00
Eleventh to twenty-fifth, inclusive, each .....	5.00
Load having highest weight per bushel .....	40.00
Load having highest protein test .....	40.00
Load scoring highest number of points when weight per bushel is added to protein test, and this sum multiplied by the number of miles between Dodge City and field where produced .....	60.00
Any car arriving and inspected in Dodge City between July 19th and 26th is eligible to compete for the best carload prize of .....	70.00

Not only did the publicity campaign bring in producers from unexpected distances, but better than that everyone became acquainted—which will unquestionably result in many profitable connections to all concerned. Dodge City was placed in a new and brighter light because farmers learned the dealers there were alert and ever ready to look after the interests of their patrons. The feeling of security on the part of those who did, are, and shall deal with the Dodge City dealers is a coveted asset which cannot be plundered and is worth innumerable times more than contributions for prizes given.

"Paint your name over your doorstep and live up to it!" Perhaps the more places you see your own name the prouder you will be actually to live up to it; so paint it on all sides of your elevator while you're about it.

## John Maney Passes On.

John Maney, prominent miller and grain dealer, with extensive elevator holdings in Oklahoma, died at the general hospital in Enid Aug. 15. Death followed an attack of acute indigestion with which he was stricken Aug. 9.

Mr. Maney was born in Iowa in 1865. When Oklahoma was opened to settlement in 1889 he filed a claim just north of Enid.

His first start in the milling and grain business came with the purchase of the Lassen & Jackman plant at Weatherford, Okla. This was followed by the purchase of the Canadian Mill & Elevator Co. at El Reno and the building of the Thomas mill at Thomas.

The Maney Mills at Omaha were started in 1909. In 1916 he acquired the Enid plant known as the Enid Milling Co. He held various offices with each of these organizations. At the time of his death he was vice-pres. and general manager of the Canadian Mill & Elevator Co. at El Reno and sec'y-treas. of the Enid Milling Co. and the Southwestern Terminal Elevator Co., dividing his time between the two places.

All of these mills at one time had strings of country elevators. These were gradually sold until now only the Enid Mill maintains its line of 31 elevators.

He had long been connected with ass'n work. Membership was maintained in the Oklahoma Grain Dealers Ass'n, Oklahoma Millers Ass'n, and Millers National Federation. In 1924 he was pres. of the Oklahoma Millers Ass'n.

The Maney brothers were big factors in the early development of railroads in Oklahoma. They built the Choctaw branch of the Rock Island into Oklahoma. They constructed and for several years owned the Clinton, Oklahoma and Western railway.

Mr. Maney was loved and respected by a wide circle of friends in the trade.

His wife, one sister and his brother, J. W. Maney, survive. To them is extended the sympathy of the entire trade.



John Maney, Enid, Okla., Deceased.



# Heavy Traders Are Frequently Wrong; The Public Trails the Market

High Points of U. S. Futures Administration Analysis

The U. S. Grain Futures Administration in Senate Document No. 135 devotes 12 pages to an analysis of the operations of individual heavy traders in wheat for future delivery on the Chicago Board of Trade from Jan. 5 to Apr. 13, 1925.

At the close of business each day the net result of the trader's transactions that day are given and in another column his accumulated net long or short position. This record is made for 38 traders who bought or sold over 500,000 bus. net in any one day.

Trader No. 14 was one of the outstanding speculators in the Chicago market. When this study began, Jan. 5, he was short 2,845,000 bus. The market having shown great strength on Jan. 6 this trader bought on Jan. 7 one million bushels more than he sold reducing his short interest to 1,845,000 bus. The following week the market went against him 7 cents per bushel and he bought 600,000, reducing his short interest to 1,070,000, some smaller trades on other days intervening having reduced his interest 175,000 bus. He kept on buying a little day by day, his losses increasing steadily as the market went up another 5 cents per bushel so that at the close Jan. 20 he was short only 415,000 bus. The market having shown a reactionary tendency Jan. 20 he sold net 900,000 bus. more short on Jan. 21, but this proved to be an egregious blunder, as there followed an unbroken advance of 17 cents per bushel. The market having broken into new ground on Jan. 22 he bought net 930,000, leaving him short only 385,000, and he stayed short a little until Jan. 26, when he switched to the bull side, getting long 265,000 bus. and becoming one of the 11th hour bulls, as the big bull market lasted only two days more. After the market got to the top he bought enough more to make his long line 1,060,000 bus.

The market having looked "toppy" for four days, on Feb. 3 he sold out all of his line, taking a loss of 7 cents per bushel and going short 1,000,000 bus. He covered much of this too soon, however, to profit largely by the drop in prices the first half of February. Feb. 11 he was short only 155,000 bus. On Feb. 18 and 19 he bought net 1,100,000, closing out his shorts and going long 150,000 bus. He again became an eleventh hour bull by buying net 880,000 bus. on Mar. 2 when wheat touched \$2.02, and at the close that day he was long 2,100,000 bus. He threw overboard 600,000 of this next day and on Mar. 4 got on the bear side on a large scale by selling net 3,200,000 bus. His then short line of 1,700,000 bus. was increased to 3,050,000 Mar 5, and to 3,600,000 Mar. 6. As on the break in early February, he covered his shorts too soon. He had got long 700,000 bus. on Mar. 28. He sold out this 700,000 on Mar. 30 at a loss of several cents a bushel and was even on the market.

The operations of another trader, No. 12, were the most spectacular during this period. He made the same mistake that No. 14 did by going short on Jan. 21, selling out 3,750,000 of long wheat and 1,250,000 more. After being badly punished on the short side for two weeks he switched to a long position of 3,000,000 bus. on Feb. 6, which was a mistake as prices continued to drop. He made a big "killing" on a short line of wheat amounting to 3,000,000 bus. from Mar. 12 to Mar 17, the price dropping 30 cents per bushel, his profits on the 4 days' drop being between \$500,000 and \$1,000,000.

This trader, No. 12, was sometimes wrong on the market, as on Mar. 10, when he went

long 1,000,000, only to have a loss of 3 to 6 cents per bushel on Mar. 12 when he sold out and got short 3,000,000. Again on Mar. 21 he got long 4,000,000 bus. on top of a bulge of 20 cents. He dumped 3,000,000 of this Mar. 30 at a loss of around 15 cents. The market dropped 10 cents more but he held on and got out Apr. 11 with a loss of perhaps 12 to 14 cents per bushel on the remainder. His sales of May wheat on Mar. 30 formed around 4 per cent of the total sales of wheat on the Chicago Board that day, which aggregated 96,660,000 bus. of all futures, and altho the market sold down 13 cents that day it probably would have declined without his transactions, the trend being downward.

On the same day, Jan. 21, that trader No. 12 sold 5,750,000 bus., trader No. 28 bought 1,000,000 bus. and on the top of the bulge Jan. 28 trader No. 28 took a handsome profit on 850,000 bus., while his adversary, No. 12, held the bag.

Trader No. 10 was long or short more wheat than any other single trader over night, during the period covered. He was long 7,240,000 bus. of May wheat at the close Jan. 5, and had 7,440,000, his maximum, on Jan. 8. Jan. 17 he took a big profit on 1,130,000. After another 15-cent advance he took profits Feb. 4 on 710,000 bus., reducing his line to 4,215,000 bus. After a drop of 20 cents he wisely added 600,000 to his line, but failed to take profits on the subsequent advance, his line aggregating 6,985,000 bus. at the close Mar. 5, after which misfortune pursued him. He sold 3,000,000 bus. Mar. 13 after the price had fallen 25 cents per bushel, and let go the remainder Mar. 17 at a heavier loss. He then tried the short side, getting short 2,990,000 bus. on Mar. 31, but was unsuccessful, covering on Apr. 1, 7 and 8.

Much the same could be said of the other

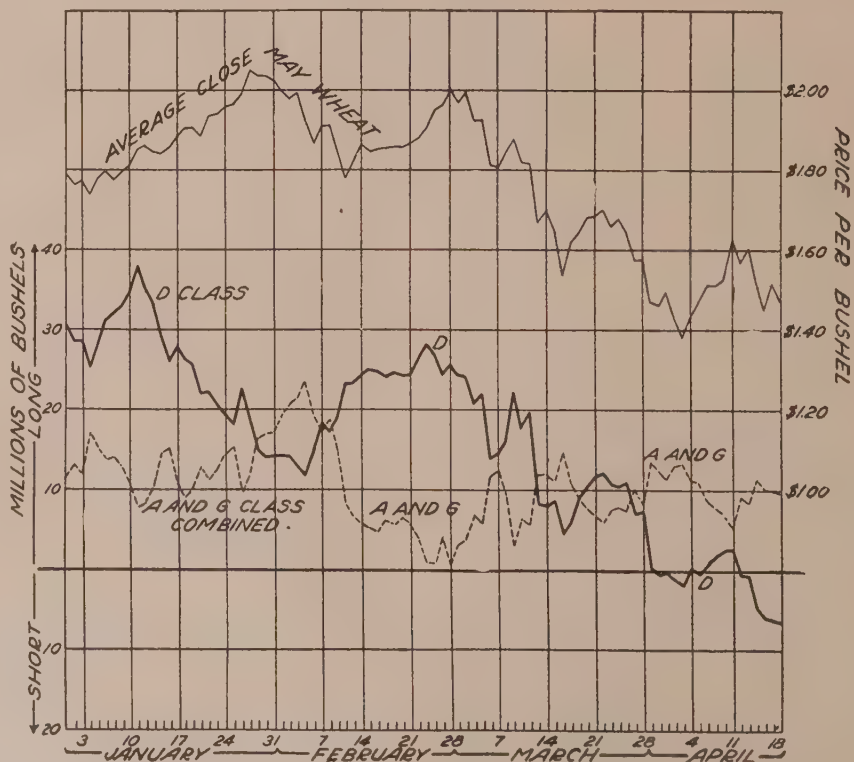
35 heavy traders. They were wrong as often as they were right, on the long pull. Their judgment as to the course of prices the next day was much better. Considering 5 of the heaviest traders buying or selling net 2,000,000 bus. or more during a day, during 17 days, the price moved in the same direction as their trading on 12 out of 15 days.

A sleeping long or short interest even of great size seemed to have no effect on the market price, which moved only when the interest was being increased or decreased. Continued buying was necessary to keep the market moving up and continued selling was required to keep the price declining.

Instead of being controlled by a few individual speculators prices moved in the direction corresponding to the aggregate interest of the entire number of 302 professional speculators trading in 100,000 bus. or over in a single day. This was true, altho their transactions formed only 14 per cent of the total trades in May wheat.

The holdings of the professional class were the largest about Jan. 12 and at that time the market was the strongest. During the following three weeks of advancing prices the professionals were steadily reducing their holdings, from 37,887,000 Jan. 12 to about 11,784,000 Feb. 5. In the meantime the country trade had increased its holdings from a low of 7,822,000 bus. Jan. 12 to a high of 23,537,000 bus. Feb. 4. This is made clear by reference to the diagram herewith, "D" class indicating the holdings of the 302 professionals, and "A" and "G" class combined indicating the holdings of the outside public.

When the top was reached the professionals were pretty well sold out, while the outside public was still buying heavily, the holdings of the public reaching their maximum about a week after the top price was established. Again after Feb. 7 the professionals and the outside public chose opposite sides of the market, with the identical result that during the first week of March, when the price of wheat was falling the professionals were selling out their long lines and the public was buying all that the professionals sold. After the public had the wheat the price continued to decline.



Net Holdings of Professional Speculators D, and Public A and G, Each Day from Jan. 2 to Apr. 18, 1925.



It seems from a study of the diagram here-with that the professionals do their buying while the market is advancing, and that the public postpones its buying after the top has been reached and loads up while prices are on the down grade.

Another interesting fact disclosed is that the professionals were long wheat nearly all the time. This is contrary to the theory constantly dinned into the ears of the farmers by the agitators, who allege the professionals were always heavy short sellers who raided the market.

On the contrary the professional speculators were carrying long wheat all thru the big decline in prices from Jan. 28 to Apr. 2. Those who doubt this statement are referred to the diagram herewith prepared by the U. S. Grain Futures Administration.

The professionals started the price of wheat up and kept it up, to the benefit of the farmers. If speculation on the Board of Trade were done away with the price of grain always would be much lower. Whether the loss to the farmer by the absence of professional speculation would be 25 cents or 50 cents per bushel is difficult to prove; but insofar as the activities of the Cappers and Tinchers in the halls of Congress have been effective in diminishing professional speculation to that extent they have been costing the farmers millions of dollars in the reduced prices ruling for wheat and corn.

**Cream of Wheat Co.** was recently ordered by the Federal Trade Commission to abolish its co-operative customer-agent information bureau thru which price cutting was learned of and the guilty parties refused further deliveries. The company can still refuse deliveries to price cutters.

## Carload Weights Revised at Kansas City.

Carload weights were revised by the Kansas City Board of Trade, effective Aug. 1, in calculating the receipts and shipments. A car of wheat is now considered as averaging 1,400 bus.; corn, 1,500; oats, 2,000; rye, 1,500; barley, 1,600; kafir, 1,100; flax, 1,000. The same figures will be used on both in and out cars. Previously somewhat higher figures were used on the receipts than on shipments. The revised figures show increases per car as follows: Wheat, 50 bus.; corn, 250; oats, 300; rye, 400; barley, 100.

## Stamp Out Unfair Competition.

Unethical practices of grain dealers is the bane of our business life. To minimize and eventually to eliminate most of these unfair practices, we should adopt a Code of Ethics, and by resolution enumerate what we may designate "Unethical Practices" and by definite action provide for their observance.

Be it resolved, that the following practices be declared unethical, unfair and uneconomic:

- (1) To buy the farmers' grain until such time as he is able to designate quantity, quality, condition and definite time of delivery.
- (2) To extend credit to our patrons in larger volume, and for greater length of time than is consistent with sound business practice.
- (3) To bid more for grain or offer supplies for less, to patrons of a competitor than we are regularly bidding for grain, and selling supplies to our patrons.
- (4) Buying grain at our various elevators without proper regard to its relative value.

The merchant who neglects to support an association that has been organized, and is being maintained, for his benefit, as well as for his brother dealers, neglects a real duty.

The most of our troubles are local, and of our own making, and when they are minimized, as they can and should be, we will have it to do.—Ohio Grain Dealers Ass'n, Philip C. Sayles, Pres., E. T. Cusenborder, Sec'y.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Roof, Cupola and Leg Casings of Wood Will Burn.

*Grain Dealers Journal:* We note in Journal of Aug. 10th, a picture showing the destruction of a Farmer's Union Warehouse buildings at Moscow, Idaho.

The writer happens to know of this particular elevator. It was built by inexperienced elevator builders with concrete walls, wood roof, wood cupola and wood leg casings.

We are giving this information in order that the fire-resisting qualities of "concrete" elevators may not be improperly exploited. According to the picture shown, the concrete walls are still standing and look to be in fairly good shape. However, buildings of this construction are little, or no better than wood buildings, and we do not feel that a "knock" on concrete grain elevators is in order.—Yours truly, Industrial Engineering Co., per G. T. Wentzel, Kansas City, Mo.

### Re: Liability Under Right-of-Way Lease.

*Grain Dealers Journal:* Your discussion under the above caption in the August 10 number should cause every elevator owner whose plant is located on leased ground to examine his lease very carefully. If he is uncertain of the meaning of the section pertaining to his liability to the railroad in case any of its property suffers damage due to a fire in the elevator, he should secure the opinion of his attorney.

In the case referred to in your article, presumably there was no doubt that the railroad was responsible for its own loss in that a spark from a locomotive first fired the elevator. In the majority of cases such proof cannot be secured, and under many of the later leases the elevator owner can be held liable in absence of such proof.

In a lease which we lately had occasion to examine, this section appears:

"The Lessee also agrees to indemnify the Lessor harmless from any liability, loss, injury or damage which the Lessor may incur or suffer, caused by fire which shall damage or destroy any car or cars or the contents of same while such car or cars shall be moved or remain on any track or tracks of the Lessor, provided such fire originates on said leased premises or is attributable to the occupancy thereof by the Lessee, and provided further that the said fire is not caused proximately by the negligence of the Lessor, or its servants or agents."

Since but few elevator fires can be proved to have originated due to the negligence of the railroad, it behooves any elevator owner to investigate his liability. A box car is worth about \$1,500; filled with merchandise, the value could easily reach twice or three times that amount. Some months ago a Kansas operator was presented with a bill for some \$600 following destruction of his elevator to cover damage to the right-of-way only—ties, rails, poles, telegraph wires, etc.

By virtue of this liability, the owner has an insurable interest in property of the railroad which should be exercised. As a matter of service to its policyholders, the Grain Dealers Mutual has endeavored to call this fact to their attention and to examine their leases with a view toward determining if such liability exists in their case. Whenever it is found

to exist, the policyholder is urged to protect himself for a reasonable amount, say \$1,500 or \$2,000, which may be covered in a separate policy or in the same policy as the elevator building. The form used is something as follows, the exact wording varying with the conditions of the lease:

\$..... on the property of the..... Railroad Company, or others, but not exceeding the amount of liability of the insured under the terms of a lease of certain property situated in ..... (town)..... dated ..... executed by the ..... Railroad Company to the Insured.

Yours very truly,—R. D. MacDaniel, Manager, Service Department, Grain Dealers National Mutual Fire Ins. Co., Indianapolis, Ind.

### Cut-throat Competition in Ohio.

*Grain Dealers Journal:* I wish to add my reason for the unprofitable elevator business in Ohio. It is too much cut-throat competition and not enough common sense.

We will start with Brookville, O. Here are two elevators, one a farmers elevator and the other operated by a private individual. They are right across the street from one another. The offices are about 100 ft. from each other, making a dandy place for competition. It sort of hurts either to see the other fellow get a load of grain.

When a load comes into town there is someone who slips down to meet Mr. Farmer to induce him to deliver at this place, promising to stretch the price and cut his own margin about 2 to 3 cents per bushel. Mr. Farmer lets it go to him. Who would not? Then Mr. Farmer feels good, so much so that he tells all the neighbors, and then hell is up for us other poor devils. If we are not poor when we go into the elevator business we are when we go out.

Taking Brookville as a center there are within 10 miles 12 grain and feed places or elevators, and some have changed hands about every year. Practically all have changed hands several times, and all the operators had more experience and less money when they went out than when they went into the business.—Henry Miller of Miller & Miller, Brookville, O.

The interim appointment of Abram F. Meyers, of Iowa, to succeed Judge Van Fleet, resigned, in the Federal Trade Commission, is taken as strengthening the hold of the conservatives on that commission. Mr. Meyers is the anti-trust law expert of the Department of Justice.

The corn borer quarantine in Ohio has been amended to include the counties of Williams, Defiance and Paulding, and the townships of Gorham, Franklin, Dover, German, and Clinton, in Fulton county; townships of Ridgeville, Freedom, Napoleon, Flatrock, and Pleasant, in Henry county, and townships of Monroe, Palmer, Perry, and Greenbury, in Putnam county. The pest has been working along the east-central part of Indiana the past three weeks, according to Prof. R. H. Pettit, entomologist, Michigan State College, Lansing. Green corn on the cob is now appearing on the market and at the roadside stands, necessitating the inspection of motor transports in an effort to prevent further spread.

### Coming Conventions.

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Oct. 18. United States Feed Distributors Ass'n at Buffalo, N. Y.

Oct. 18-20. Grain Dealers National Ass'n at Buffalo, N. Y.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ARIZONA.

Phoenix, Ariz., Aug. 7.—Grain is grown under irrigation in the Salt and Gila river valleys. This year the crop is probably 35% larger than it has been for the past four or five years, due to the fact that many farmers are going out of cotton into grain. The principal grain is wheat which is mostly the soft wheat variety, Sonora and Early Barth. They have had an excellent barley crop, probably more than the state will use. Some of the barley will undoubtedly be shipped to California markets. This state consumes much more grain than they raise.—John W. Spalding.

### ARKANSAS.

Little Rock, Ark., Aug. 14.—The crops are splendid.—L. W. Cherry.

Gentry, Ark., Aug. 10.—This is not a grain country, still we do try to raise a little, the oats were very light this year yielding not over 15 bus. on the average. Wheat made good crop yielding about 18 bus. Corn looked like 40 bus. two weeks ago, but this hot dry weather the past two weeks will cut down the yield to about 15 bus. Pastures are about dried up, but we are used to buying most all of our feed and neither surprised or worried if we have failure of a feed crop—the little hen and cow will pay for her feed here even if we have to buy it all for her.—Jas. G. Fay.

### CANADA.

Ottawa, Ont.—The Government preliminary estimate on wheat crop August 10, 1926, is 316,960,000 bus., showing a large reduction from previous estimates. The final estimate for last year was 411,375,000 bus. The total wheat yield as estimated in this report is a decrease of 31,666,000 bus. from the last estimate given out at Ottawa of 348,626,000 bus. Other crops are placed at 408,908,000 bus. oats; barley, 91,300,000 bus.; rye, 13,184,000 bus.; and flaxseed, 6,437,000 bus.

### COLORADO.

Ft. Morgan, Colo., Aug. 13.—Crops in this immediate vicinity indicate a better yield than we have had for several years. Some barley is making 75 bus. to the acre with wheat averaging around 30 bus. Indications are for a bumper pinto bean crop, although some of the late beans are subject to frost damage should we have an early frost. Fort Morgan is located in the heart of the feeding district and we will be buyers of considerable corn the coming season.—Lieber Grain Co.

### IDAHO.

Arling, Ida., Aug. 19.—All crops in our section are about 75% normal.—Long Valley Seed Co.

Rupert, Ida., Aug. 9.—Wheat harvest in full blast; yield as high as 60 bus. per acre with quality very good.—Ross Woolford, mgr., Farmers Mill & Elevator Co.

### ILLINOIS.

Eldena, Ill., Aug. 14.—It rains here every day or two. Threshing is only started. Oats light weight and a poor yield. Wheat that we received was very wet. Barley in fair condition. We need drying weather for threshing and also for the corn.—Eldena Co-operative Co.

Marseilles, Ill., Aug. 17.—Too wet to thresh wheat and oats. Yields will be very uneven, from 15 to 40 bus. Wheat will run 20 to 35 bus. with an occasional field under those figures. Corn is late, but is coming along wonderfully. Looks like the best corn in years if it matures.—Marseilles Grain & Supply Co., Wm. T. Kasten, mgr.

Annanaw, Ill., Aug. 14.—Wheat not threshed is badly sprouted. About half of crop now threshed. Oats not threshed are in bad condition and rapidly getting worse. Barley a good crop here but that which is not threshed is getting badly stained. Corn doing well lately but spotted; some very good and some very poor.—C. L. Parker, mgr., Farmers Grain & Supply Co.

Gridley, Ill., Aug. 23.—We have been having plenty of rain and corn is looking very good in this vicinity, tho it has been too wet for threshing.—J. G. Guingrich.

Cissna Park, Ill., Aug. 19.—Oats threshing is well under way, average for this territory will probably be about 30 bus. to the acre, quality of early oats good, testing about 30 lbs., late oats light, testing from 22 to 26 lbs. Few jobs of wheat to thresh as has been too wet for threshing it. Corn looks good but from two to three weeks late and will take an unusually good fall to mature.—Davis Bros. Potter.

Chillicothe, Ill., Aug. 10.—Our small grain crop is very poor, except one-third of wheat acreage on heavy land, which is making 25 to 40 bus. All is more or less damaged. Thin land is making from 3 to 10 bus. All oats went back last 3 weeks before cutting because of rust and green bug. Some not cut yet and some was cut for hay. Those threshed showed a yield of from 5 to 25 bus., weighing from 20 to 26 pounds. Threshing is one-third done.—W. R. Guyer, Guyer Grain Co.

Lerna, Ill., Aug. 16.—Wheat crop about an average, grading mostly No. 1. Some smut in wheat this year. It is all threshed and gone to market with only enough kept back for seed. Oats are fair quality and about an average crop; about all threshed and marketed. Corn was badly damaged by the dry weather and cannot possibly make over one-half a crop. Clover acreages were the lowest for many years. Beans are looking fine since the late rains.—J. S. Snowden.

Springfield, Ill., Aug. 18.—Weather conditions past week favorable for corn and grasses, but grain in shock deteriorated due to sprouting, and threshing was delayed. Considerable wheat and oats remain in the fields in the north while in the south threshing is nearing completion. The southwestern dry area, in the vicinity of St. Louis was relieved, but it is still dry at local points. Fair progress was made in plowing in the south and a beginning was made in the north.—W. F. Feldwish, meteorologist, temporarily in charge Weather Bureau, U. S. Dept. Agr.

### INDIANA.

Hamlet, Ind., Aug. 16.—Crops here are fairly good though rainy weather is delaying the threshing. Wheat here is going from 15 to 40 bus. per acre. Oats are fair and going about 40 bus. Corn about two to three weeks late.—Weinkauff Grain Co.

New Lebanon, Ind., Aug. 12.—Approximately 10% of the 1926 wheat crop remains in the farmers' hands and a very small amount remains yet to be threshed. The test weight of this crop is 2 or 3 times heavier than usual, crop about normal with straw thin on the ground, but heads large and well filled. Sufficient moisture to carry growing corn a long ways towards maturity.—L. Brooks.

Crawfordsville, Ind., Aug. 21.—We have had a series of rains this week, more or less local in character but an abundance of water everywhere. One place reported as much as six inches rainfall. There have been several cloud bursts and quite a few washouts on the railroads. Pastures, of course, are abundant and all vegetation is making rapid growth. Most of the wheat which has been threshed since the rains has graded No. 3 and No. 4. Very little No. 1 and No. 2. Much plowing has been done for the new crop but on account of the excessive rainfall and wind storms and damage to the corn the acreage will probably be cut shorter than was expected. Wind has blown the new corn crop and damaged the stalks considerably, although this may not materially affect the yield. The corn has come out wonderfully since the rains and we feel it is not much more than a week behind. There are quite a few spotted fields, however, which will never mature more than "nubbins." Very few oats have been threshed. Heavy damage is reported. Many shocks have a green foliage. Unless we have exceptionally favorable weather there will be a large percentage unmarketable. However, we have heard reports from a few threshermen that the oats are not damaged as bad as some people would indicate. Looks like the farmers will raise this crop at a loss this year. This is especially true in the central part of the state.—Crabbs Reynolds Taylor Co., per H. L. Gray.

### IOWA.

Salix, Ia., Aug. 21.—The corn crop in this territory has been helped a great deal by recent rain but will not make over 70% of a normal crop; it is two weeks late.—W. J. Baak, agt., Nye & Jenks Grain Co.

Sioux Rapids, Ia., Aug. 18.—Oats making 30 to 40 bushels per acre. Corn looks pretty good.—H. Ryan, Ryan & Harms.

Swea City, Ia., Aug. 10.—Oats are good quality and weigh well, but are short in bushels per acre, going from 25 to 35. Barley is not any better.—F. J. Thomson, mgr., Farmers Co-op. Elevator Co.

Lost Nation, Ia., Aug. 16.—Corn has made great progress since August first. We have had 7 inches of rain last 16 days. Oats are rotting down in the shock, few early harvested well shocked will have some fairly decent oats, but much of the crop will be a poor sample grade oats. Corn will make a good crop if we get a late fall to mature it.—Phelps Grain Co.

### KANSAS.

Robinson, Kan., Aug. 23.—Corn is not so good.—Jere Kimmel, Kimmel Grain Co.

Hoisington, Kan., Aug. 18.—Wheat made about 10 bus. to the acre. Had no corn nor oats.—J. G. Lynch.

Lucas, Kan., Aug. 16.—Wheat only about one-half crop. Average yield about 10 bus. per acre.—Derby Grain Co.

Kinsley, Kan., Aug. 13.—Threshing about all done. Ground mostly prepared for seeding.—A. B. Jones, The Kansas Grain Co.

Goddard, Kan., Aug. 10.—Wheat has yielded better than 20 bus. per acre here on an average. Corn is beginning to suffer for want of rain.—L. A. Adler.

Rydal, Kan., Aug. 13.—The crops will be very light, in fact there is some corn and oats being shipped in for feeding purposes.—Rydal Farmers Elevator Co.

Falun, Kan., Aug. 13.—Corn crop burned up. Not many oats. Wheat crop was good. Weather dry for plowing. Most wheat going in farmers' bins—only a few cars shipped out.—G. A. Forsse.

Attica, Kan., Aug. 16.—Wheat crop averaged 18 bus. per acre, 80% of which has moved out. It is fine quality and practically all grading No. 1 dark hard, protein 13%. Corn crop will be very light due to dry weather.—Frank J. Biberstein, mgr., Attica Farmers Union Co-op. Ass'n.

Gem, Kan., Aug. 9.—Our wheat crop was considerably lighter than that of last year so far as bushels per acre is concerned, but the quality is fully as good for wheat that is only yielding 6 or 7 bus. per acre is testing 59 to 61 lbs. dark hard wheat.—P. S. Houston, Houston Grain Co.

Woodston, Kan., Aug. 10.—Our crop was a failure here again this year. We have been here 5 years and only have had one small crop in that time. We have had no rain for a long time and conditions are very poor, no ground having even been prepared for wheat being too dry to work.—M. L. Meyers, M. L. Meyers Grain Co.

Stockton, Kan., Aug. 7.—Regarding our wheat crop, we practically lost out. A few fields made about 7 bus., but most of it if it makes anything at all runs about 2 to 3 bus. By the time you take enough out for seeding again it leaves very little to come to market. We hope for a better crop next year. Old settlers say that the present drought is as bad or worse than they can recall since they came here. There will be but little if any corn and the feed situation is looking very serious. Pastures are very short and a good many cattle are being shipped out.—O. C. Finch.

Topeka, Kan., Aug. 11.—Grain sorghums have stood the dry, hot weather much better than corn. The heavy acreages lie in the southern counties which have been better favored with moisture. The August rating is 74% compared with 78% last month and 74% last year. A crop of about 18½ bus. per acre is in prospect from this condition for a total of 19,943,000 bus. Last year's crop was 18,590,000 bus. and the 1924 crop amounted to 24,482,000 bus. Broom corn in southwestern Kansas has come up to August with a very fine prospect. It is rated at 81% of normal now compared with last year's August outlook of only 62%. The present condition justifies a forecast of 5,650 tons this year compared with last year's crop of only 3,100 tons.—Kansas State Board of Agriculture, Division of Statistics, in co-operation with the Bureau of Agricultural Economics, U. S. Dept. of Agr.

### MICHIGAN.

Cone, Mich., Aug. 10.—Grain is good quality in this section and business is fine.—Karner Bros. & Keimath.



Lansing, Mich., Aug. 11.—Wheat, barley and sugar beets were better than the ten-year average in condition, while corn, beans and buckwheat were below. Stands and growth of beans have been very good in many heavy-producing counties and in most of the outlying districts. In the Saginaw valley and portions of the "Thumb" district, there are a great many poor stands and growth in general has been more backward and less satisfactory. Blight has appeared in occasional fields. The condition as reported by correspondents was 74%, just 9% below the 10-yr. average and 14% below lower than one year ago. The production, based on this condition, would be 6,134,000 bus.—L. Whitney Watkins, Commissioner of Agriculture, and Verne H. Church, U. S. Agricultural Statistician.

## MINNESOTA.

LeSueur, Minn., Aug. 14.—Our crops are good. Wheat, rye and oats a little light, but rye is good. Corn needs rain badly.—Wierwill Bros.

Mankato, Minn., Aug. 23.—Heavy and continuous rains have caused more or less general deterioration in Minnesota the past two weeks, to the grain in shocks.—X.

Welcome, Minn., Aug. 13.—Oats in this locality going from 25 to 50 bus. per acre. Winter wheat about 20 bus. Just had a good soaking rain. Corn looks good. Threshing about finished.—Welcome Farmers Elvtr. Co.

## MISSOURI.

Rockville, Mo., Aug. 11.—No wheat at Deepwater and very little at Montrose this year. Wheat crop yield and quality good here, very little under 25 bus. and up to 45, some testing as high as 64½.—H. Halfen, Mann Grain Co.

Turney, Mo., Aug. 24.—I drove from Kansas City west fifty miles and south fifty miles yesterday and found their corn will be a complete failure this year. Around this immediate territory it will be about an average crop.—H. E. Brenner, mgr., Turney Elvtr. Co.

Springfield, Mo., Aug. 9.—The wheat crop is the best in 25 years, according to A. J. Eisenmayer, pres. of the Eisenmayer Mfg. Co. His mill has purchased over 200,000 bus. of soft wheat at Springfield and vicinity and none of it has tested below 60 lbs. to the bushel. Mills in this section have their wheat storage capacity well filled.

## MONTANA.

Roy, Mont., Aug. 16.—Crop prospects are exceedingly poor.—Montana Elvtr. Co.

Ulm, Mont., Aug. 16.—Crops averaging 20 bus. per acre; about one-half of it will be cut with combines. There is some smut on the new wheat. Protein average on the winter wheat is 12 and on the spring, 12.50.—M. M. Mann.

## NEBRASKA.

Hubbell, Neb., Aug. 23.—Crop conditions are poor; are shipping in corn and oats.—G. E. Vining, Farmers Elvtr. Co.

Deweese, Neb., Aug. 19.—Wheat was less than half a crop. Have no oats, barley or corn; all burned up.—Harry W. Muzik.

Blue Springs, Neb., Aug. 16.—Wheat and oats about one-half a crop. Our corn will be only about half a crop if rains keep coming. Bottom corn is plenty good but upland is badly burned in places. Hay very short.—Farmers Union Co-op. Co.

Venango, Neb., Aug. 11.—We figure at least 30% of the new wheat crop is back in the farmers' possession. Some 50% of the new crop was real good wheat, 25% of it was fair, and 25% was smutty and mixed with rye.—J. M. Fulton, mgr., Reimer-Smith-Fulton Co.

Kearney, Neb., Aug. 13.—The newspaper reports as to the damage to grain in this territory are very accurate. The wheat yields south of the Platte River and generally the central part of the state is a miserable failure, three to five, and in some places eight bushels to the acre. In fact the crop is so light we do not know what percentage has been delivered. Do not believe over 10%, however. There will be practically no oats in the above territory. In the South Platte territory from Holdrege pretty well towards the eastern part of the state corn is a failure along with the wheat and oats. North Platte territory from Kearney east to Silver Creek has been considered almost a failure on corn. However, three rains over this territory, amounting in all to about four inches, will no doubt revive some of the corn considered gone. Really no way to give an estimate as to what benefit the rains have accomplished.—X.

## NORTH DAKOTA.

Wilton, N. D., Aug. 16.—Crops are very light around here. All small grain will make a little more than seed on the average.—J. A. Schroeder, sec'y Wilton Elvtr. Co.

Cathay, N. D., Aug. 13.—Crop this year less than half normal, possibly four bushels average. Had good profitable year last year.—Ed. Pfann, mgr. Cathay Farmers Co-operative Elvtr. Co.

Hanks, N. D., Aug. 17.—Threshing has just commenced, the yield of wheat varying greatly, but quality good. Flax, oats and late wheat will be light.—Thos. C. Lorenzen, Agt. National Elvtr. Co.

Minot, N. D., Aug. 22.—Right around Minot the crops are very poor, probably averaging 4 bus. of wheat per acre, rye even less. South of Bismarck and east from there many farmers will only get seed back. But the northern tiers of counties in North Dakota where they get enough rain, they will have fair yields—that is Divide, Burke, Renville, Bottineau, Towner, Cavalier and Pembina Counties, so the government estimates of about 84,000,000 bus. bread wheat and durum may be about right.—H. A. Foss.

## OHIO.

Van Wert, O., Aug. 10.—Prospect good for big corn crop. Oats crop good and running 70-80 bus. per acre.—Haviland Grain Co.

Bascom, O., Aug. 23.—Cars very short; shipments very heavy. Seneca County has the best wheat crop in twenty years. Now we are having wet weather and the grains are not so good.—H. Rindem.

Wauseon, O., Aug. 16.—Wheat crop was of excellent quality, testing 60 lbs. or better, yield was better than average and we believe 60% of this year's crop is already marketed.—J. L. Socie, mgr., Lyon & Greenleaf Co.

Sidney, O., Aug. 16.—Too much rain for the oats. They are getting damaged in the shock. Some will be badly stained. Prospect for corn crop is good, if frost does not come too soon will have a fair crop.—The Miami Valley Grain Co.

Columbus, O., Aug. 14.—The quality of Ohio wheat this year is perhaps as good as was ever produced in the state. Numerous reports have been received of bushels weighing as high as 64 pounds whereas the standard is only 60 pounds, and ordinarily weights are under the standard. Many operators of threshing machines assert that there were no screenings or small grains in the wheat.—By C. J. West, Agr. Stat.

Marysville, O., Aug. 18.—We might say that corn is looking extraordinarily good here owing to the very frequent rains. The rains, however, have interfered with threshing oats, which are becoming somewhat damp. Most of our wheat fortunately was out of the way. Fall pastures are the best that we have ever seen. Our section is producing more timothy seed than usual this year, but we will have practically no clover we are afraid.—D. G. Scott, O. M. Scott & Sons Co.

## OKLAHOMA.

Buffalo, Okla., Aug. 21.—Our season has been good with plenty of grain. We wish such seasons would come oftener.—Wm. J. Parsons, mgr., Farmers Elevator Co.

Selman, Okla., Aug. 21.—We have had a pretty fair season so far. Here as everywhere farmers are showing a disposition to hold a portion of their grain.—Mat Roetker, Roetker Grain Co.

Nash, Okla., Aug. 17.—Late corn was probably helped by the rains of the last few days, but the early corn had already been damaged beyond redemption.—Leo Greer, mgr., Nash Equity Exchange.

Oklahoma City, Okla., Aug. 10.—The condition of broom corn on Aug. 1 was 87% of normal compared with 89% on July 1, 1926; 49% a year ago and a 5-yr. average of 69%. The condition of the crop is 38 points above last year's condition at this date and is an average yield of 229.7 pounds per acre. On the estimate acreage of 146,000 this will result in a production of about 24,800 tons. Weather conditions during July were ideal for the growing of broom corn. Plenty of soil moisture was available and an exceptional heavy yield is anticipated on bottom lands. The yield on uplands will be considerably smaller.—Kenneth D. Blood, Ass't Crop and Live Stock Estimator, and Carl H. Robinson, Agricultural Statistician.

Hitchcock, Okla., Aug. 17.—Wheat crop was very good and corn is also pretty good. Cotton is only fair.—Farmers Grain Co.

Tangier, Okla., Aug. 23.—The wheat season has been good and has kept us busy for the past two months. Now it is falling off.—Tangier Elvtr. Co.

Carrier, Okla., Aug. 17.—The recent rains probably helped the late corn, but the early corn was too far gone.—J. H. Estile, mgr., Carrier Mill & Elvtr. Co.

## SOUTH DAKOTA.

Henry, S. D., Aug. 11.—Crops are very poor. Rain spoiling shocks and rainy weather is holding up corn movement.—H. H. Parliamet, Agt., Atlas Elvtr. Co.

Agar, S. D., Aug. 11.—Crops are not very good. Wheat yield is 3 to 6 bus. per acre. Oats are a failure. Flax will go 5 bus.—Geo. P. Sexauer & Son.

Rockham, S. D., Aug. 16.—Crops are light here, but little wheat will be marketed. Some corn looks fair, but at present needs rain and so it is hard to say what the outcome will be on the corn.—Rockham Farmers Elvtr. Co.

Raymond, S. D., Aug. 16.—Small grain poor, about 10% of a crop. Threshing started. Shocks are rotting account of pigeon grass in bottom of shocks. Corn is good and looks as though it would make 75% of a normal crop on an average for our territory.—H. S. Thorp, Agt., Atlas Elvtr. Co.

Baltic, S. D., Aug. 12.—Our small grain crop is light, possibly 50% normal. Corn is also stunted, but we have had quite a rain the last 48 hours and that will certainly help some. The crop is very spotted, practically nothing in some localities and a fair crop adjoining, all on account of local rains.—E. J. Oyan.

## TEXAS.

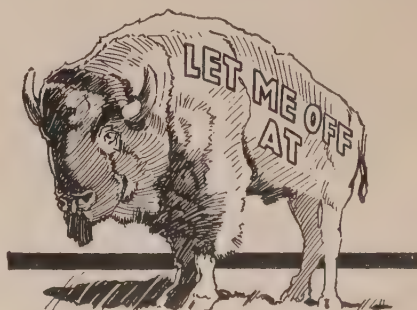
Livingston, Tex., Aug. 11.—Corn prospect in this territory is good.—F. D. Nixon, Pres. Livingston Grain & Gro. Co.

## WASHINGTON, D. C.

Washington, D. C., Aug. 11.—Conditions of the following crops compared with their condition the previous month were: Buckwheat, 91.3%—.....; flax, 87.3%—86.9%; grain sorghums, 113.7-101.6%; broom corn, 116.4-107.1%. Total production forecasts this year compared with harvested production last year is estimated as follows: Buckwheat, 97.2%; flax, 86.8%; grain sorghums, 143.9%; beans, 97.9%; broom corn, 182.8%.—W. F. Callander, chairman, Crop Reporting Board.

## WISCONSIN.

Madison, Wis., Aug. 13.—The rapid growth of corn during July, oats yields cut by dry weather and rust, and good barley yields, are features of the August survey of the Crop & Livestock Reporting Service of the Wisconsin and U. S. Depts. of Agriculture at Madison. The report also states that rains during early August were very helpful to corn, potatoes, pastures, and new seedings of clover and alfalfa. Corn made good growth during July in the western half of the state but continues very uneven and backward in eastern counties. A fair tonnage of silage corn is the best prospect for many fields in the state, but depending upon the frost date conditions are quite favorable for ripe corn in southwestern and western Wisconsin. The state condition of 73% of normal compared with 87% for the past 5-yr. average at this date.—Paul Nyhus, Agricultural Statistician.





•Minneapolis	64½	64¼	64	63½	63¾	63	61⅞	61¼	61	60⅞	59	59¾	59⅞
•Winnipeg	62	61⅝	61⅝	62½	63	62¾	62⅞	62¼	62⅝	62½	62	62¼	62⅞



## SOUTH DAKOTA.

Turton, S. D., Aug. 16.—We will not ship a car of any kind of new crop; possibly some old grain in store, but very little from this station. It is the poorest year since settlement 44 years ago.—H. O. Ewing, mgr., Farmers Elevator Co.

## From Abroad.

**British India** exported 1,456,000 bus. wheat during June.

**Poland** reports an exportable surplus of about 900,000 tons of wheat, rye, barley and oats.

**Portugal** has exempted wheat imports for consumption from the sales tax of 1% ad valorem.

**France:** Wheat prospects are good in the south and northeast, but are irregular elsewhere. The rye crop is small. Winter barley is poor, but the spring crop is better.

**Italy:** The first official estimate of the wheat harvest shows a considerable reduction from last year's bumper crop, but still compares favorably with the average yield of recent years.

**Mexico:** The present corn crop in the Tampico district will be the largest produced in this region during the past 7 years. It is expected that imports from New Orleans, which have averaged 40 or 50 carloads per month, will now entirely cease.

**Russia:** Exports passing thru Constantinople during the weeks ending July 30, Aug. 6, and Aug. 13, respectively, were: Wheat, 183,000—291,000—... bus.; barley, 247,000—141,000—1,021,000 bus.; corn, 380,000—43,000—... bus.; rye, ...—79,000—151,000 bus.

**India:** Two and a half million acres were sown with improved varieties of high-yield strains of wheat with better grain quality. The new Pusa varieties of wheat are becoming popular and are in great demand in practically every Indian Province where they have been tried.

The Farmers Union Grain Co. of Aberdeen, S. D., sued Hallet & Carey Co. of Minneapolis for \$41,000 for 25 carloads of grain shipped the Trask Co., presumably an authorized agent. However, the court ruled that there was no evidence of a business transaction between the plaintiff and defendant.

## 19,000,000 Reduction in Acreage.

Despite a reduction of 19 million acres in the area of harvested crops during the past five years, the Department of Agriculture states that the crop area is still sufficient to maintain a large volume of exports. Decreases in crop acreage have occurred principally in the eastern cotton belt, in the corn and winter wheat belts, the eastern and southern portions of the corn belt, the hay and dairy region from Lake Michigan to the Hudson valley, and in eastern Washington and California. Increases, on the other hand, have occurred in the semi-arid western portion of the great plains region, extending from southwestern Texas to Montana and beyond; in the upper portion of the Mississippi river bottoms, central Florida, southwestern Minnesota, and in northern Minnesota and Wisconsin. The major areas of approximately stationary crop acreage are the central and western corn belt, central Kansas, the subhumid portion of the spring wheat region, northern New York and New England, and the north Pacific coast.

## Ignorance and Prejudice.

The Western Producer, Saskatoon, publishes a most extraordinary resolution passed by the Board of Directors of the Farmers' Union of Canada. This resolution is apparently a demand for the abolition of the Board of Grain Commissioners, although the name used in the resolution is "Grain Board Commissioners." The Board is said to consist of nine members, whereas it has only three. The chief ground of attack on the Board is that one of these members is a man who used to be prominent in the grain trade, but who did not live in the west. One-third of a column

of type is taken up with setting forth the connections of this gentleman with various important companies in Canada as proof that he must be opposed to the farmers' interests. Now, this gentleman never was a member of the board referred to and moreover he has been dead for 18 months. Still further, if he had been alive and on the board, he was a man who would have tried to give everyone a square deal. It is almost unbelievable that such ignorance and prejudice should be found among men who have worked their way to the top of any group of farmers.—Grain Trade News, Winnipeg.

## Farmers in Improved Financial Condition.

Julius Rosenwald told President Coolidge last week that the farmers were in improved financial condition. This is borne out by the U. S. Department of Agriculture statistics collected from 15,330 farmers in all parts of the country showing an average net return of \$1,297 for those farms in 1925. The average size of the farms was 304 acres, with an average investment of \$17,149.

Average gross receipts were \$2,551, consisting of \$933 from crop sales, \$897 from sales of livestock, \$585 from sales of livestock products, and \$76 from miscellaneous products.

Average current cash expenses totaled \$1,477, consisting of \$386 for hired labor, \$242 for livestock bought, \$244 for feed bought, \$69 for fertilizer, \$47 for seed, \$191 for taxes, \$119 for new machinery and tools, and \$179 for miscellaneous items.

Receipts less cash expenses averaged \$1,074, in addition to which the farmer used home-grown food products valued at an average of \$283. The value of fuel and house rent was not reported. On the other hand, no allowance has been made in the expense items for the labor of the farmer and his family which was estimated by the farmers at an average value of \$793.

The cash balance of \$1,074 represented all the cash the average farm made available to the owner-operator to pay his living expenses, take care of debts, and make improvements.

The farmers reported an increase of \$223 in inventory values, which figure added to the cash balance of \$1,074 made a farm net return of \$1,297. Out of this amount \$225 was paid as interest on indebtedness and \$127 was spent for improvements.

The farm net return of \$1,297 for 1925 compares with \$1,205 for 15,103 farms in 1924; \$1,020 for 16,186 farms in 1923, and \$917 for 6,094 farms in 1922. Both receipts and expenses have increased each year during the four-year period.

## Wheat Famine Predicted.

Humanity will be forced to a life of tee-total vegetarianism by a great wheat famine, the coming of which is heralded by the famous British agriculturalist, Sir Daniel Hall.

It appears the world's wheat consuming population is increasing at the rate of 5 million yearly, while the wheat producing lands already are cultivated to within easy sight of the limit.

Accepting two and one half acres of cultivated land as necessary to support each soul of this world's population, the world must add more than 12,000,000 acres yearly to take care of the increased population, though no such progress is being made.

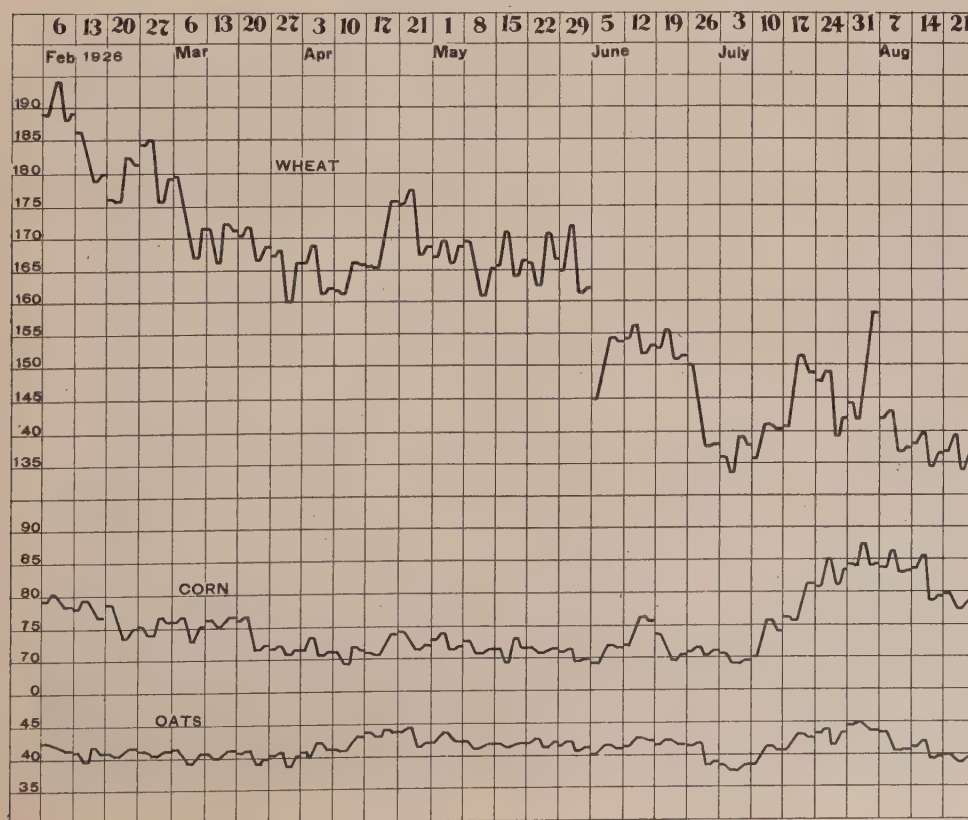
It is the opinion of Sir Daniel that the world will be forced to give up all brewed and distilled drinks in the future in order to conserve grain used to manufacture such beverage. It also is his opinion that man surely will be forced to become universally vegetarian in his diet through the fact that there will not be enough grain to feed cattle.

Daniel's ravings may attract some attention but can not be credited.

## Cash Wheat, Corn and Oats Fluctuations from Feb. 6 to Aug. 21.

Opening, high, low and closing average prices of No. 2 red winter wheat, No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each week a few cents above or below the extreme charted.

DATES GIVEN ON THE CHART ARE THE SATURDAYS CLOSING THE WEEKS INTO WHICH THE CHART IS DIVIDED.





### Storage Annex and Marine Leg for Wabash-Rialto Elevator at Chicago.

The facilities of the Rialto Elevator on the Calumet River at South Chicago have recently been greatly increased by the completion of a storage annex of 1,500,000 bus. capacity and a marine leg of 25,000 bus. per hour elevating capacity.

The old elevator comprised steel grain bins cased in tile, working floor with brick walls and a cupola of structural steel covered with corrugated iron. After operating the plant successfully for 24 years the Nye & Jenks Grain Co. found it advisable to provide more storage in connection and to erect a marine tower to unload the boats that occasionally bring grain to Chicago.

For the foundation of the new annex 2,749 35-ft. piles were driven. On this was laid the concrete mattress for the reinforced concrete bin structure, 102 ft. 7 ins. wide by 240 ft. 7 ins. long, separated 29 ft. 6 ins. from the old plant. The circular tanks are in 4 rows of 10 in a row, each 24 ft. 7 ins. in diameter outside, 26 ft. center to center north and south, 24 ft. east and west. One corner bin is made smaller on account of the limit of the property line. Besides the 40 bins there are 27 interspace bins, the tank walls being 7 inches thick. The height from the basement floor to bin floor is 108 ft. 6 ins., and above is the

cupola housing the conveyor belts, adding 8 ft. 6 ins. The bin floor of the old house is about 12 ft. lower than floor of the cupola in annex, and the distance from the old to the new annex is 44 ft. 11½ ins. at the cupola level. A 3-ft. sand fill was made under basement of annex, with tar paper between fill and floor slab.

Over the storage are 5 40-in. belts to fill the bins, and below are 5 32-in. shipping belts. Five motors of 25 h.p. each pull the 40-inch belts, and 5 15-h.p. motors pull the shipping belts thru the belt runways with walls and floors 12 ins. thick. Where the belts had to be carried thru the pre-existing receiving pit hoppers housings were built of No. 12 sheet steel with a pitched roof so as to shed grain.

In the cupola of the old elevator it was necessary to install a 40-in. reversible transfer conveyor belt to receive grain from the 10 scales by means of hinged spouts. The self-propelling tripper discharges on any of the 40-inch conveyor belts of the storage annex, or into any of the 8 trolley spouts from the middle scales by means of providing small sheet metal extensions from the point just above the inlet to these telescopic spouts. This transfer belt has a 4-pulley tripper and is pulled by a 30-h.p. Fairbanks-Morse Motor.

The conveyor belts are composed of several plies of cotton duck cemented together and covered with rubber compound. All the con-

veyor belts are provided with the Stewart type automatic take-ups. The belts travel 800 ft. per minute over carrier pulleys having 6 ins. diameter and 4 ins. face, the concentrating pulleys being 5½ ins. in diameter with 9½ ins. face, with grease cup bearings.

In the basement of the old house no transfer belt was necessary, as there were 5 legs to receive grain from the five shipping belts under annex.

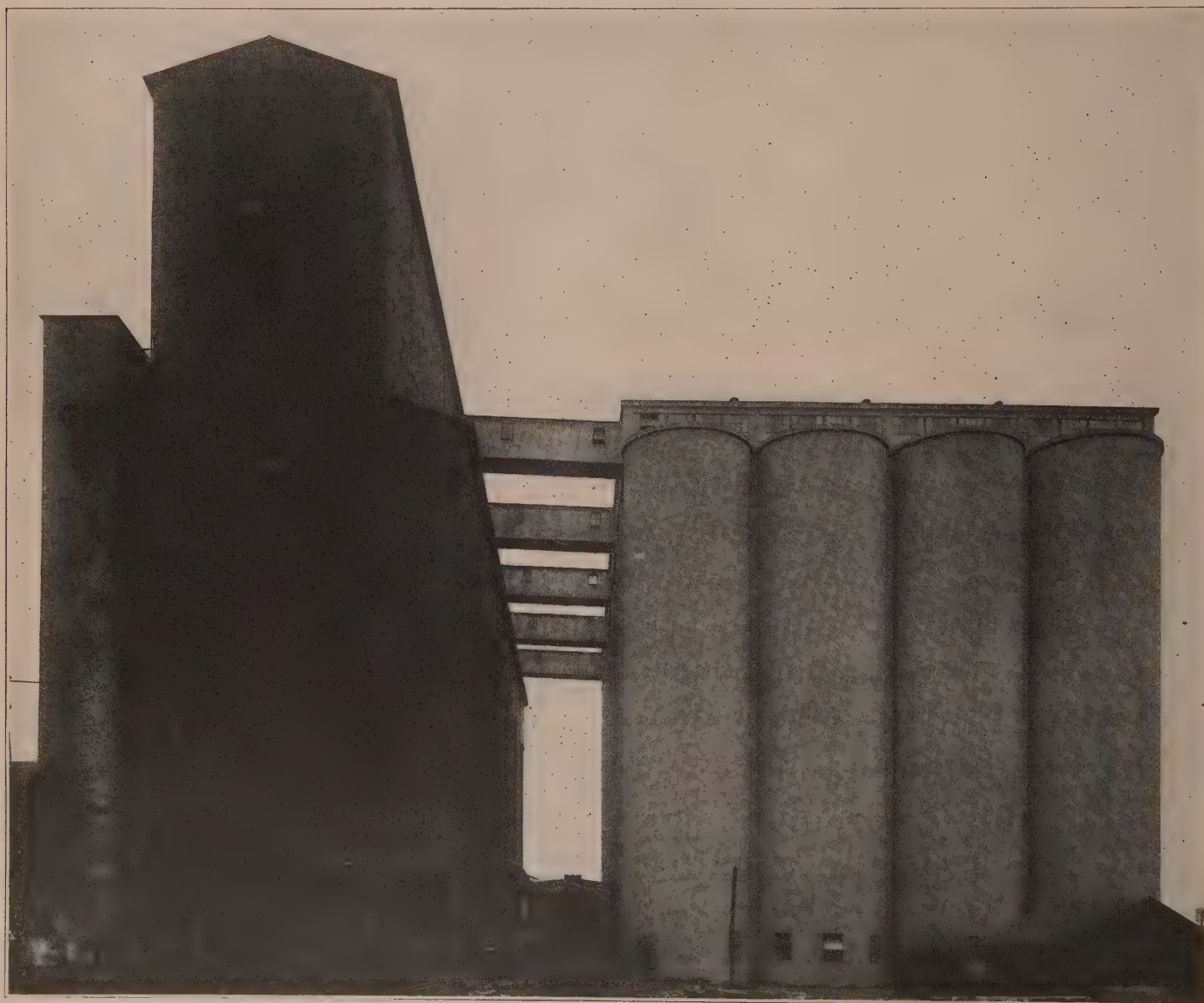
The basement of the annex is well lighted by windows 3 ft. 8 ins. by 5 ft. 2 ins.; and the cupola walls are practically all glass.

The conveyor bridges between old elevator and annex are of steel and were supplied by the Weller Metal Products Corporation, which also furnished the draw-off spouts from storage, the conveyor tunnels and the supports outside conveyor tunnels.

Annex bin vents are provided at the tops of the outside bins. The inner bins have vents thru roof of cupola. In the center of cupola is a large 18-inch globe ventilator.

All electric lights are provided with vapor proof globes for the 5 40-watt Mazda bulbs. For convenience 100 ft. of flexible lighting cable in two pieces is provided.

THE MOTORS are of the double squirrel cage type, giving high torque and low current at starting, with bearings dust proof and self-oiling, and were supplied by Fairbanks,



New Marine Tower, Old Elevator and New 1,500,000-bu. Concrete Storage Annex of the Wabash-Rialto Elevator at Chicago. [See Facing page.]



Morse & Co. The speed reduction is said to be comparatively new, the pinions being made of bakelite  $\frac{1}{4}$  in. wider than their companion spur gears of cast iron, cut. The gears are guarded by sheet metal housings.

To provide current for the electric motors driving the numerous belt conveyors and the machinery in the new marine tower a 300 k.v.a. generator was installed in the power house. Its voltage is 440, alternating. The generator is driven from the old engine countershaft by a 22-tooth split sprocket driving by Link-Belt quadruple steel roller chain in oil tight housing a sprocket of same number of teeth on the low speed side of an S-1-B Falk Gear Reduction Set, the Falk unit having a ratio of 5 to 1.

THE MARINE TOWER is 58x84 ft. and 131 ft. 9 $\frac{1}{2}$  ins. high above top of dock. It is similar to 7 other marine towers erected by Jas. Stewart & Co. recently. It is built of structural steel and has concrete floors, the structure being bolted to the pre-existing steel tanks of the old elevator.

The elevating leg in the tower has a belt with 2 rows of Buffalo buckets, 12x8x8 ins., 12 in. centers, staggered. The boot and head pulleys are 68 ft. apart, centers, and the cross-head has a travel of 60 ft. The capacity of the leg is 25,000 bus. per hour on the dip, but the actual handling capacity is limited by the capacity of the receiving and shipping legs, both of the two legs being used by dividing the stream of grain from the marine leg. The combined elevating capacity of the present easterly and receiving shipping legs of the elevator is 24,000 bus. per hour, and to get the maximum elevation by the marine leg care is

needed to divide the flow between the two.

Four Fairbanks-Morse Squirrel Cage Motors in the tower drive the machinery. A 100-h.p. motor running 690 r.p.m. drives the leg, a Link-Belt Roller Chain being used between the countershaft and head shaft. A 20-h.p. motor running 1150 r.p.m. drives the hoist by silent chain. A 10-h.p. motor moves the pusher boom by a leather belt to 7-inch pulley. The pulley shaft has bevel gear turning the screw controlling the boom, and this motor has a reversing switch.

The 100-h.p. drive for the ropes of the ship shovels requires considerable machinery, there being four drums to drive, 2 drums mounted on each side of the marine leg, one above the other. The rope travel at the face of the wood lagging on the drum is 750 ft. per minute at high speed and 375 ft. per minute at low speed, the slip ring motor having two speeds. Each drum is driven by a 70-tooth, 5 $\frac{1}{2}$  inch face cut steel gear, this 70-tooth gear being driven by a 49-tooth 7-in. face cut cast steel gear, there being two of these gears each driving 2 shovel drums. Each pinion drives the shovel drum above and below the countershaft on which the pinion is located. This countershaft is in turn driven by means of a herringbone helical cut single reduction gear unit, which in turn is driven by the 100-h.p. motor. The machinery in the tower was furnished by the Webster Mfg. Co. and the rubber belting by the B. F. Goodrich Rubber Co.

The machinery for the storage annex was supplied by Sprout, Waldron & Co. All of the new construction was designed and carried out by Jas. Stewart & Co.

## Stations Co-operate in Treating Seed Wheat.

Grain elevator operators at several stations in the Southwest are co-operating in encouraging and helping the farmers to obtain relief from smut. At Grandfield, Okla., the three elevator operators have combined in purchasing a smut dusting machine which will be used in treating seed wheat with copper carbonate for all farmers of the county, free of charge. The only cost will be for the chemicals used in treating the seed wheat.

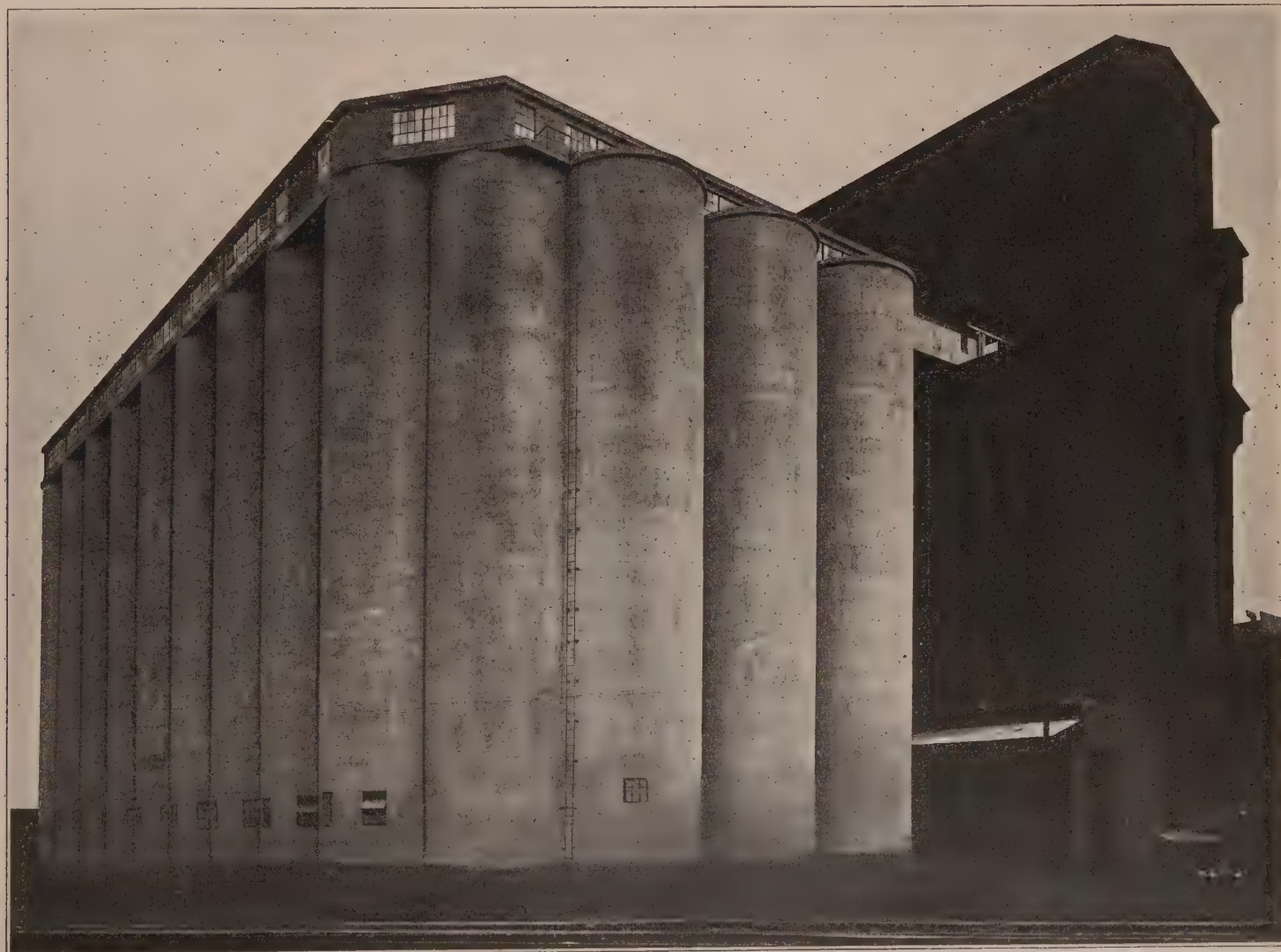
This co-operative spirit among the dealers of several Southwestern stations is most encouraging, not only to the elevator operators generally, but also to the farmers. It convinces the growers that the elevator men are interested directly in their welfare and are anxious to do what they can to help them. If elevator men of more stations would pull together in promoting the common interests of their farmer patrons, all would be much happier and more prosperous.

A bushel contains 2,150.42 cubic inches.

Do not let the high temperatures of summer dry out the protecting water in the fire barrels.

Do not pay the careless farmer too much for smutty wheat. The terminal inspectors are looking for it.

The New Laboratory of the Larabee Flour Mills Co., on the roof of the Board of Trade building at Kansas City, can make 48 protein tests at the same time.



New 1,500,000-bu. Storage Annex of Wabash-Rialto Elevator at Chicago [See facing page.]



# Michigan Dealers Celebrate Silver Anniversary of State Ass'n

Of course everyone turned out for the 25th anniversary convention of the progressive Michigan Hay & Grain Dealers Ass'n held at Michigan's superb hostelry—the elegant new Hotel Olds, Lansing, August 18th and 19th.

Continuity of purpose, serious-mindedness, sincerity of expression, and helpfulness of attitude, as well as the notable absence of spiritus frumenti, characterized the meet from registration to adjournment.

The well-rounded out program bespoke such worthwhileness that men flocked in even from all extremes of the state, from Pittsburgh, Pa., and Auburn, N. Y., and other as distant eastern points; from Toledo, Metamora, and Scranton, Ohio; from Winchester and Crawfordville, Indiana; a half dozen from Chicago and a handful from Washington, D. C.; and even George H. Wilcox of Wauwatosa, Wis., was there, who like scores of others proclaimed the anniversary convention full to the brim and running over with concentrated interest. Salt distributors, railroaders, seedmen, bean dealers; they were all there in addition to the regular membership of grain and hay dealers. Of course! They couldn't have afforded to miss it! It was jolly in that the anticipation of again renewing acquaintances, and of seeing the pleasant faces of old-time friends, was realized to the utmost, along with the pleasure of gripping a new handshake here and there.

The first forenoon session was called to order in the spacious convention room on the lobby-floor of Manager George Crocker's ultra-modern inn.

REV. WINFIELD SLY, Lansing, a retired pastor, now happily busied in culturing orphans, invoked soulful and touching divine blessing such as one might expect from so wholesome a personality.

HON. ALFRED DOUGHTY, Mayor of Lansing, was as cordial in his hearty address of welcome as his predecessor was inspiring, both truly feeling that which they spoke.

H. R. WHITE, Scotts, responded in his capable style.

E. H. BUSCHLEN, Unionville, 1st vice president, in the absence of President A. J. Goulet of Midland, who of late has been forced from commercial activities due to his critical ill-health, presided, reading the following director's report:

## Director's Report.

Twenty-five years is indeed an important milestone in the history of the hay and grain trade of our state ass'n, and well worthy of commendation.

We are today celebrating the 25th anniversary of this ass'n, and very deeply regret that our president, A. J. Goulet, of Midland, is not able to be with us. Mr. Goulet has always been a very loyal and active ass'n worker, devoting a great deal of time and energy for the welfare of the industry. The Ass'n will miss him.

The Michigan Ass'n of hay and grain shippers was organized at Saginaw in 1901 to promote in every way possible the interests of the hay and grain shippers in our state, also to co-operate with the producer, the receiver and the consumer to secure a greater success for all concerned.

In the past 25 years the ass'n has prospered, commencing with but a few members, and having increased its membership to 148, having solved many or helped to solve many local, state, and national problems.

Four local organizations, known as, capitol, central, Owosso and thumb ass'ns, are more or less affiliated with our ass'n. At the meetings of these ass'ns local problems are discussed, competitors learn to know each other better, and if any difficulties arise they are usually settled in a clean and friendly manner. If you are not a member of one of these local organizations, we would recommend that you join your nearest ass'n at your earliest convenience.

Uniting of effort means the pooling of trade experience and resources, the gathering of technical knowledge, and the inspiring of confidence

in each other, so that grain and hay may fill their merited place, and the business of producing and marketing these products of the farm be placed on a higher level. It was to pool such effort and hasten its accomplishments that our state ass'n was first organized, and later the organizing of local ass'ns; and to the credit of those who, during the past 25 years, have served as officers and directors, it must be said that their efforts during that period of time have brought about some remarkable improvements in the handling of local, state and national problems and marketing of the commodities we are so vitally interested in.

The functions of our state ass'n are: To gather and dispense reliable information, both scientific and practical in respect to growing and preparing for market hay and straw, as well as all the varieties of grain and beans produced within our state; to give information, educational and personal, to both the public and the members of the ass'n; to try to protect our membership from the unreliable, dishonest, fly-by-night shippers or receivers; to endeavor to keep our members in touch with conditions with respect to freight rates, also car service; and to work with other organizations of hay, grain, beans and feed shippers, both state and national, to fight our battles in keeping such rates and charges from becoming prohibitive; to keep our members informed through the medium of our bulletins, so ably prepared by our secretary, of any legislation both state and national which would in any way affect their business.

Our legislative committee of three members who shall examine into any existing or proposed national or state legislation affecting the interests of the ass'n, and shall, with the consent of the board of directors, advocate by all lawful means the passage of such legislation as may be beneficial to the members of the ass'n, and also by the same means endeavor to prevent enactment of any legislation they might deem harmful to the members, or their interests. Your com'te has been active this past year, working with affiliated ass'ns in endeavoring to stop enactment of several bills it deemed harmful to our members.

The Arbitration Com'te of the ass'n consists of three members whose duties are to settle disputes between members without a long drawn out litigation.

Our sec'y has on file a list of firms who have been found unworthy of business confidence, and should you be in doubt relative to any shipper or receiver, get in touch with your sec'y and he will get for you immediately the required information.

This is your ass'n. Use it! Co-operate with your officers and we will continue to prosper!

The report was enthusiastically accepted, the thoughts expressed coinciding with those of the delegates.

SECY TRACY J. HUBBARD, Lansing, followed with a detailed though well digested resume of the splendid accomplishments of the past twelfth-month, the number and variety of which astonished his attentive listeners.

His report follows:

## Secretary's Report.

I will bring to your attention some of the things we have accomplished, and others in which we assisted in securing benefits for grain and hay shippers of Michigan which have resulted or will in the saving of a considerable amount of money, thus increasing the net returns from their business. I also have a few recommendations to make for the next fiscal year.

Our Bulletins.—During the past twelve months I have published and mailed to our members, both active and associate, a total of eight bulletins. Instead of issuing these bulletins about a certain time each month, I have endeavored to conserve our resources and have published them as often as there were matters of sufficient importance to bring to the attention of our members.

Traffic Matters.—In this branch of our service to members we have accomplished more the past year than in any other way, and there are still greater results yet to be secured. The new hay rates to all southern states south of the Ohio River as covered by Eastman Docket 13494 or the Southern Rate Case, we hope to see put in effect not later than January first next.

Legislative Matters.—As Chairman W. I. Biles of our Legislative Com'te will not be able to be with us today, I will include his report with mine. During the session of our state legislature the past winter, nothing happened which in any way affected the interests of our members. However, as you are well aware, a strong effort was made during the last ses-

sion of Congress to put thru several forms of farm relief bills, all of which were found impractical and full of jokers. Among the bills offered for the House and Senate to consider, was a revised edition of the old McNary-Haugen bill, which was more vicious than any of the others. The latter part of April and first week of May a strong effort was made to rally sufficient support, in both houses of Congress to secure a majority vote for the bill. Our ass'n, as in past years, had been co-operating, with the Grain Dealers National Ass'n, in opposing undesired federal legislation, and on May 4 your sec'y wired each of the two Senators and 13 Congressmen from Michigan the following message:

"This ass'n representing a large percentage of the shippers of grain and hay in Michigan dealing with the farmers, urge you, a representative of all the people, to exert your influence in producing only sound, constructive legislation, embodying sound, economic principles. It is the opinion of the members of our ass'n, including many co-operative ass'ns, that the proposed relief measures which are now under consideration in the Senate and House, are not designed along sound, economic principles, and all price fixing or surplus controlling schemes necessitating the expenditure of taxpayers' money, which might temporarily benefit the farmer, would undoubtedly harm the farmer in the end, and would put the government into business and establish a precedent which would make it extremely difficult to refuse other producers of goods similar assistance. The present general strike in England should serve as a warning to this country against the very serious results of injecting Government into business during peace times. Please vote against the passage of the Haugen and Tinchier bills."

A bulletin was mailed by your sec'y to each of our members, which contained a copy of the above message, with a request that they wire their Congressman and Senator a similar message of protest against voting favorably on either of the bills mentioned. With similar protest wired in to Washington from practically all of the other agricultural states the result was that both bills were defeated when offered for a final vote. I am pleased to advise that from the letters I received from our Senators and Congressmen in answer to my telegram, I found that a majority of them were not disposed to support either bill, and the final vote proved that they had not been induced to change their minds on the subject.

Membership and Dues.—When I rendered my report at our last annual convention, our membership was 124, with all accounts for dues paid in full. During the last twelve months we have taken in 33 new members, of which Herb Frutchey of Gaines secured one; Guy Rowell, Yale, 1; McLaughlin, Ward & Co., Jackson, 1; J. McAllister, Bancroft, 1; H. R. White, Scotts, 1; A. N. Sheffield, Battle Creek, 1; F. E. McGunagle, Snover, 2; E. Bueschlen, Unionville, 3; L. E. Marshall, Lansing, 1; Ex-President Goulet, Midland, 3; and your Secretary, 18. We have lost during the past year 20 members, 6 resigned, 4 went out of business and 6 were expelled by your board of directors because of non-payment of dues.

In addition to these, there were removed from our midst during the past year by death, two gentlemen who were members of firms which have been active members of our ass'n. I refer to Mr. Allmendinger of the Michigan Milling Co. of Ann Arbor, and Mr. Frank Diamond of G. F. Diamond & Co., of St. Johns. Mr. Allmendinger, as many of you know, was one of the pioneer millers of Michigan, and, while his age has not permitted him to take a very active part in ass'n work of any kind the past ten years, his wise counsel was always available to those who asked it. Mr. Diamond was a man considerably younger than Mr. Allmendinger and for several years has taken an active part in ass'n work, especially that of our organization, and also of the Bean Jobbers. During the period in which I have served this ass'n as its President also its Secretary-Treasurer, I always found Mr. Frank Diamond ready and willing to help me in my work, and I for one will surely miss him greatly.

Our active membership as of July 1 last stood at 141, showing a gain over the previous year of approximately 14%, which I consider a good showing, considering the unsatisfactory conditions under which all of us had to do business, during the twelve months preceding July last. It also clearly illustrates what can be accomplished by concentrated effort. I received more co-operation from the members of our ass'n last year in handling the work than I did any other year of the four I have served you as sec'y-treas. I surely needed the help I received, and I desire to take this opportunity to openly express my appreciation of same, and say to all of you that during the next twelve months I hope you will feel it your duty to assist your new officers and directors to make our ass'n larger and better, so that we may broaden the scope of the service we are endeavoring to render to the grain and hay shipping industry of Michigan. If every one of our present members would pledge themselves here today to secure at least two new members during the next sixty days, the increased working funds which would be available from dues received would enable us to render a report of accomplishments at our next annual convention which would fully repay all of you many times for the assistance



you had rendered in increasing our membership. We can just as well have 400 active members as 141 if you will all help and work with the new membership com'te which will be appointed by the president-elect to serve during the coming year. There are between five and 600 shippers of grain and hay in Michigan, so you will see there is plenty of opportunity for all of you to help in this work.

President Goulet had very poor health due to the after effects of an attack of the influenza about the holidays, which made it necessary for him to sever his connections with his company at Midland, also to resign as pres. of our ass'n, consequently he was unable to devote but little of his time to ass'n work during the last half of the past fiscal year.

**District Meetings.**—Two years ago we discontinued the holding of mid-winter meetings of our ass'n, and decided on a plan of holding district meetings in various parts of the state, at which problems of a local nature could be discussed and an effort made to arrive at a solution of same. This past year we held two such meetings, the first one on Sept. 25th at the Parchment Paper Co.'s Community House in Kalamazoo sponsored by Ex-President White. There were about 130 grain and hay shippers and flour millers in attendance, and we had one fine time, enjoying the good music and addresses provided, also in taking part in the discussions of subjects which affected our business.

The second meeting was held at the Wildermuth Hotel, Owosso, on Oct. 20th and was attended by about 80 shippers. The speaker for the evening, Mr. Ward of Jackson, was unable to be present; therefore the evening was devoted to the discussion of local problems. A third meeting was planned by President Goulet at Saginaw in February, but on account of the condition of his health it was never called.

We have proven beyond the question of a doubt from what meetings have been held that more good can be secured from them than by holding a mid-winter convention; therefore, I desire to recommend to our President-elect that at least four of these district meetings be held this fiscal year between Sept. 1st and March 1st, one at Battle Creek or Kalamazoo, one at Owosso, one at Saginaw and one at Alma, and that each meeting be announced to the shippers of each district at least three weeks in advance so they will all have plenty of time to make their plans to attend, and come prepared to present their local problems for discussion. These meetings give us an opportunity to get better acquainted with our competitors and develop a more friendly feeling towards one another, and by personal contact and conversation iron out numerous matters of a petty nature, which might develop into larger problems if allowed to continue.

**Association Service.**—As part of my report, I desire to bring to your attention the various kinds of service we are endeavoring to render our members.

Our Bulletins are always open for the publication of suggestions or recommendations from our members which will be of benefit to fellow shippers of grain and hay.

For the last two years I have been conducting an information bureau for the benefit of our members. Of the data supplied, a large part covered financial and reputation ratings of prospective customers, recommending reliable concerns to handle rejected shipments of grain and hay which were under demurrage in some southern or eastern market.

We are still compiling a list of undesirable traders in grain and hay—that is, dealers who have been found by our members to use unethical tactics in the conduct of their business. Don't fail to advise your sec'y full details of any experience you may have had with such people, as by so doing you can prevent losses for other members. Our present list has proven its worth many times during the past year to members who have phoned your sec'y for information regarding the reputation of prospective customers before attempting to trade with them. The cost of a telephone message is small when compared to losses that might be sustained by taking a chance.

Last but not least, don't forget our Arbitration Com'te, and the service they are ready to render you. Private arbitration of disputes does these things, saves much the cost of litigation, cuts down the time of settlements, gets the money and washes the slate clean. It avoids the terrible congestion of the courts, and allows settlement at the hands of arbitrators who know the trade practices particular to the dispute. Arbitration tends to produce quick justice, cutting sharply to the issue and settling it. It provides a system of business men's courts, by, for and of business men.

In conclusion, allow me to say this, let us give to our officers during this fiscal year that service that money cannot buy—that cannot be measured—that cannot be forced, for which the greatest return is the satisfaction of knowing that we have done our best, loyally and unselfishly, for the organization as a whole.

**TREASURER HUBBARD** reiterated the details of receipts and disbursements during the fiscal year ending July 1, showing cash received amounting to \$1,118.28 and expenditures of \$1,074.63.

As might be anticipated after hearing or reading such illuminating reports, both received the unanimous and hearty approval.

Following, the appointments to the various com'tes were announced, being:

**RESOLUTIONS:** A. B. Caple, Toledo, O.; A. N. Sheffield, Battle Creek; L. E. Marshall, Lansing; Fred K. Sale, sec'y National Hay Ass'n, Winchester, Ind.; and Charles Quinn, sec'y Grain Dealers National Ass'n, Toledo, O.

**NOMINATIONS:** S. O. Donner, Saginaw; Jos. Frutchey, Saginaw; John McAllister, Bancroft; Frank E. McGunegle, Snover; and H. D. Gates, Jackson.

**AUDITING:** H. R. White, Scotts; Guy Rowell, Yale; and Harry Northway, Corunna.

Following these appointments the meeting was adjourned for luncheon.

## Afternoon Trip to Michigan State College.

Promptly after the pleasant meal partaken at some one of the four facilities provided in the commodious headquarters, four luxurious Reo Motor buses provided thru the courtesy of the Reo Motor Car Co. boarded *en masse* by the delegates, toured in comfort and style to and about the 1,700 acres of the Michigan State College.

The alfalfa plats planted to determine the relative adaptability of all the various strains of alfalfa seeds were first visited and examined. Judging from the growths on the plants the reasons for classifying all alfalfa seed into three groups was obvious, viz: (First group—highly adaptable), Hardigan (a development of this institution), Grimm, Cussack, and Ontario Variegated; (Second group—for short-lived rotation) High Altitude Utah and Idaho Common, Dakota and Montana; (Third group—failures), Hairy Peruvian, Arizona Common, Argentine, South Africa, Italian, and Spanish.

A brief descriptive outline of the procedure followed in conducting experimental tests for hardness, adaptability, etc., and the method of developing new strains was carefully explained and painstakingly illustrated by those charged with such experiments.

The sugar beet plats commanded next attention, followed by an explanation of the process of corn inbreeding. The cutting process of curing with the left-hand rake-tedder, and the operation of alfalfa loaders was carefully demonstrated with three different makes of machines. Two tractor-cutters and rakers were also demonstrated.

The secret of keeping the green color and alfalfa leaves intact was disclosed, it being explained that the moisture in the stems of cut alfalfa is the cause of malburning.

Tests for spontaneous combustion in bales of alfalfa are also being conducted in one corner of the alfalfa tract where the temperature has been known to reach 165 degrees Fahrenheit.

**THE EUROPEAN CORN BORER**, past, present, and future, was exhaustively treated in an interesting illustrated address given by Prof. R. H. Pettit, entomologist, who also touched upon control methods.

It seems the corn borer originally came from Austria and Prussia in 1909-10 in a shipment of broom corn first infesting the eastern regions of this country where the shipment was distributed for the manufacture of brooms. Today the corn borer is found in 185 different plants.

From a careful study of the life-cycle of the pest as illustrated on a large chart displayed before the guests it is learned the cocoon is spun in March, the moths coming out the last of May and during June, following which eggs are laid in the corn during the succeeding two months, July and August. During September and October the insect bores into the corn, and into the stalks and the stubble during November and December. The average life of the adult is 18 days, 337 eggs are the average lay requiring 7 days to hatch.

From this history of the life-cycle of the pest it became obvious under the illuminating tutelage of Prof. Pettit that by destroying the stubble by May 15th at the latest the moths would never fly.

It is further a proven truth that winds carry the moths into distant parts, especially at night, the prevailing direction being governed by the predominating "Westerlies" which have carried the borer east and into Canada. The East has more of a problem in coping with the situation in that there the corn borer produces two generations a year, while in Ohio and west it completes its life-cycle but once in a twelfth-month.

Something of the findings of the ravenous borer could be determined on viewing the preserved corn stalk specimens passed for inspection. As many as 125 worms have been found to a single stalk, which of course prevents the corn from ripening and the stocks from standing up.

Indiana has become infested within the past three weeks and it will become increasingly so unless all corn not used and all stubble is destroyed by May 15th, the dead-line date, conditional in part that the stubble is neither underplowed or furrowed—the recommendation of specialists being to burn it; further that the corn be cut low and as early as possible so the borer will not have an opportunity to work into the roots and into the ground.

As an illustration of how hardy the corn borer is, a 5% formaldehyde solution failed to exterminate larvae in two weeks, a 10% formaldehyde solution failed to kill in a third week, a 5% alcohol solution added to the 10% formaldehyde solution failed to kill in a fourth week, and not until the specimens were fried on the stove did life actually leave their shells. They have been known to live two months in salt water.

A discovery as to the specimen of lower life charged with feasting on the pith of the corn stock joints of the state, gouging out a "finger," has been found to be the pheasant, not the corn borer.

On the parasites being bred by the millions to counteract the propagation of the borer, Prof. Pettit claims no relief is in sight from this source before 20 or 30 years.

The worm that works at the top of an ear of sweet corn is not the corn borer, according to this eminent scientist.

"**THE DAIRY COW**" was a clever discourse given by J. G. Hays of the Dairy Department, humorously emphasizing the bad features of this domestic animal with a ridiculously funny cardboard model constructed in "Tuber-Lukus" style, affirmatively illustrating advantages well known to be ill-features. He claims a cow should be just the opposite from what everyone knew it would be, viz. small pointed nose, sunken eyes, long horns, stiff ears, enlarged neck, long legs, lean body, short tail, and a lean-to rump, etc. A hearty and continuous laugh was enjoyed on every hand.

Special non-stop street cars took the delegates back to the hotel.

## THE BANQUET.

**THE PASTIME PLAYERS** Orchestra melodiously wafted pleasant strains to the ears of the two hundred or more guests that feasted royally, after having sung "America" to the time struck by Bill Cummings and a closely gnawed chicken drumstick.

**HON. JOHN L. DEXTER**, Detroit, able toastmaster of the gala affair, pronounced the verdict of all present regarding the elegant he-man meal and the splendid service accorded. He compared the sumptuousness of the feast with the efforts expended by the ass'n's capable secretary who "slaved continuously, not for self, but for all." He complimented the thoroughness of Sec'y Hubbard's endeavors in behalf of the organization as reflected in an inconsequential measure in his excellent annual



report of his office. "What Tracy is really doing is:

'Bites off more than he can chew  
And chews it,  
Lays out more than he can do  
And does it,  
Hitches his chariot to a star,  
Takes a seat  
And there we are!'"

CHARLES QUINN, Sec'y Grain Dealers National Ass'n, extended the greetings from the national ass'n and confidentially revealed the secret that President Coolidge is expected to address the annual national convention at Buffalo, October 18-20, this year. In addition Sanford Evans of Winnipeg will disclose some of the factors of the co-operative organizations and pools that have met with a fair degree of success in the great domain to the north. Governor Millikan of Maine is also scheduled to address the thousands who will undoubtedly be present.

COLONEL SAM L. RICE of Metamora, O., ex-president of the Ohio Grain Dealers, extended greetings from Michigan's front-door neighbor. Colonel Rice spoke with the experience of a veteran concerning the successful results to be obtained from distant meetings, a practice long prevalent within the Buckeye boundaries.

THE WORLD'S LONG-DISTANCE WEATHER REPORTER, MR. BROWN, of Washington, D. C., who has predicted a summerless summer for 1927, is slated to address the next good-fellowship gathering of the dealers in the Metamora district. Prompt reservations were cordially urged. It will be a treat! All these functions are! Col. Rice concluded with a hearty wish for a most successful crop year.

FRED K. SALE, Sec'y-Treas. of the National Hay Ass'n, Winchester, Ind., emphasized and complimented the thorough good work as reflected in Sec'y Hubbard's annual report. He expressed the wish that all absent members read this report. He too expressed most cordial greetings.

A PIANO SOLO by one of the stars of the radio broadcasting station WCX at Detroit intervened.

HON. BIRD J. VINCENT, Congressman from the Eighth Michigan District, Saginaw, paid his humble respects to Toastmaster Dexter and to Hon. W. L. Harding, ex-governor of Iowa, and pleasantly commented on the closer approximation of understanding between the grower and the dealer today as compared with a decade or so ago.

Of "Government and Business," his assigned address, he maintained the people of the United States had turned their backs on communism and socialism, and through choice have left the field of endeavor open for the striving individual.

Something of the millions of functions the government is continually called upon to dispatch, from interfering with business, were aptly alluded to. It appears people seem to feel the government should be bound to guarantee them success, which naturally is a factor purely reflecting the initiative of the person interested. Of course it's necessary to regulate to the extent of abolishing existing evils. Only an unreasonable and selfishly prejudiced individual would advocate otherwise. However regulative measures and proposals increase in volume daily, the constituency of congressional members being directly responsible for all sub-committees, bureaus, divisions, etc., now existing at Washington, D. C., so that today members of Congress have become ambassadors to their constituency from the different bureaus and divisions at Washington and vice versa, till now Congressmen are aptly nick-named "Errand Boys."

Agreed that the government should not bind or hamper private initiative, yet the tendency of the times is of the Federal Government to absorb powers and duties exercised by the individual states, against which policy Con-

gressman Vincent strongly protested.

THE HUMAN TOUCH or element is entirely lacking where the Federal Government is called upon to act: the very nature of things guarantees it never will be different. On the other hand the preservation of initiative must be a function performed by each and every one of us.

While not all members of Congress have their ears to the ground and vote accordingly, they do listen to public opinion for no man down there feels he knows it all and can't learn something from those in the individual industries.

SONGS by the WCX studio conductor closed the evening's pleasant program, but not until a rising vote of thanks was extended the local entertainment committee for its splendidly arranged program.

Thursday Morning Session.

"PACK UP YOUR TROUBLES In Your Old Kit Bag And Smile! Smile! Smile!" were the opening strains of the second morning's session, sung from printed song sheets distributed with the compliments of J. F. Zahm & Co., through the courtesy of the noted song-leader, Bill Cummings, who was accompanied at the piano by Sec'y Hubbard's charming daughter.

H. E. WILSON, Lansing, spoke on "Co-operation." His address is published elsewhere.

HON. W. L. HARDING, Ex-Governor of Iowa, chairman of the St. Lawrence Waterway Commission, declared transportation is the most vital problem in this country, stating it was a great event in history when man learned he could get on a log and float down the river. He said:

The St. Lawrence Waterway.

Coastwise freight is today hauled ten times as far for the same cost as via steel rails, which may in a measure explain why 27% of the freight handled in the United States is on the Great Lakes. (Considering that six million tons of freight were hauled in the fourteen foot Great Lakes channel last year, that averages one boat every twenty-seven minutes during the season the channel was open.)

Montreal is the second ocean freight and passenger port of North America today, which fact bespeaks the advisability of using the St. Lawrence waterway rather than the "white elephant" willingly proffered the federal government by the state of New York, which cost \$11,000,000 to operate last year (with an income of but \$400,000), and has a total lockage of 512½ ft. The natural route embodies thirty-three miles of restricted or canal navigation compared with 159 miles of equally restricted but second-class canal navigation via the New York State Barge Canal Route; the St. Lawrence has but 7 locks and no bridges against 82 bridges and 29 locks via the latter route.

Detroit to the Sea via a 30 foot channel to be dug clear thru, would not cost a penny more than 275 million dollars with both countries to share the burden. Of this sum 100 million dollars would be spent for hydro-electric generating equipment, which in itself would bring enough income to pay for the project within five years. New York City and Buffalo interests are the prime obstructionists in the U. S. A.

Freight Rates today are the same from Montreal from most every point on the globe as to New York City, for a boat will go where ever it can leave a full cargo and pick up a full cargo. Therefore prices would decline on inbound articles because of the lack of required rail transportation inland, and outbound the Great Lakes ports would be a sea base for freight rates and consequently the farmer would receive more for his grain and other produce because of the lack of rail shipment to the east for loading—the Great Lakes then becoming an outlet to the world's markets. Further, practically every lake port would have the same ocean rate now enjoyed by New York City, the most expensive terminal in the world, where a car costs \$50 to handle as compared with \$2.50 at New Orleans.

The Car Shortage Situation will obviously be remedied thruout the Northwest and central west territories. Further, the railroads of this section will profit more than before, for where a railroad unloads cars into boats there they will profit. At present, western carriers come out on the short end on cross country hauls because they have all the expense of distributing empties and of collecting singles to make up an entire trainload to turn over in complete form at some terminal. Freight charges would be reduced due to the shorter haul; less demurrage would be assessed due to the shorter time

duration car would be used. Where a car usually takes ten weeks to go to New York City from Bismarck, North Dakota, and return, it would take but three days round trip to the Great Lakes. From ten to eighteen cents per hundred would be saved in freight rates at all Great Lakes port Grain Exchanges, because of the seaboard basis for quoting prices, which unquestionably has a bearing on local prices.

Liverpool via the St. Lawrence is 611 miles shorter, North Europe 640, East Indies 154, than from New York, while South America is only 450 miles shorter from the latter.

The "Tape Worm" elements of the New York State Barge Canal were delved into at some length, illustrating the folly of even considering this route for ocean going vessels.

Argentine farmers in direct competition with the American farmer, are closer to Boston in freight rates than is the Michigan farmer. On the strength of our agriculture shall we hope to exist, for we are the 7th civilization. Past civilizations have crumbled when agriculture gave way to city dwelling and luxury. All the men in this country who are doing big things have had a touch of mother nature at some time in their years. Let us preserve agriculture.

Equality of Rates is the only salvation of the surplus producing sections. Transportation doubles every ten years in this country, so the railroads need not worry.

Canada is now deepening the Welland Canal at a cost of 90 millions of dollars, certainly indicative of their commitment. Let us awaken and stay alert, that the inland empire may also prosper.

A rising vote of thanks was accorded Ex-Gov. Harding, on motion of Mr. Dexter.

CHARLES QUINN, Sec'y Grain Dealers National Ass'n, enlightened his attentive listeners as to the demands for "Farm Aid Legislation," which demands are in fact nil right now. Of the proportion of the population that might justly demand such, Mr. Quinn declared but 30% of our people to be on the farms. He also reviewed the attitude of the national ass'n as to co-operative movements. He also told something of the cost of farm aid movements, which totaled \$1,000 a minute every day of the year. Thirty cents in every dollar expended goes for farm aid requiring the work of 20,000 federal employees in the administration force.

Anything to help the farmer in a legitimate way will help the grain dealer, for through all the services given the farmer today (which he enumerated at length) the grain dealers profit indirectly.

Welcome to Buffalo was his closing exclamation.

Before adjourning for luncheon, it was unanimously decided to increase the dues of the organization one dollar to a total of eight, the increase to go to capable Sec'y Hubbard.

Thursday Afternoon Session.

G. H. BALDWIN, Solvay Process Co., Detroit, delved in some detail to teach his listeners of the findings of recent experiments into the field of "Limestone and Its Relations to Better Crops." Those present could readily have answered their farmer-patrons' numerous questions on the subject thereafter.

R. L. TUTTLE, Traffic Counsel for the organization, Grand Rapids, enumerated the steps taken in the Southern Rate Case in which Michigan shippers are so vitally interested. It appears that this territory has been unable to ship into the south because of rates, the Ohio and Potomac rivers being the southern limit for thru-rate shipments from this territory. Demarkation and limitations on western rates were shifted from the Mississippi River to Ohio-Indiana line, and of late the Interstate Commerce Commission has had action on its ruling that the carriers should establish thru-rates between the northern and southern territory, which will eventually decrease the \$2.50 to \$.50 per ton advantage now enjoyed by Pittsburgh and other points, over Michigan shippers.

R. I. Mansfield of Chicago delivered a carefully prepared survey of the world's wheat situation, illustrated by a chart.

R. E. WARD, Jackson, on "Development of Retail Sales at Country Elevators" told of the



resentment at first exhibited towards the "taking on" of side-lines. Most Michigan elevators were originally grain elevators, but were later forced to take on beans, coal, feed, seed, cement, plaster, lime, lumber, tile, fertilizer, sewer pipe, builders' supplies, and flour, etc. By taking the profit and loss sheet for the year and dividing it into two parts, setting fixed charges against profits on side lines the evidence will be astounding. Continuing he said:

Analyze the needs of your community for side lines and then exert the same energy to your side line sales as you give your grain business.

If you hang up a sign "CASH ONLY" then live up to it. And it's far better to adopt this mode of conducting one's side line business, for being a credit man is too costly a policy to adopt, and very much of an encroachment on a guaranteed night's peaceful slumber. A farmer's credit is half solved, however, in the way the sale is consummated. By extracting a verbal promise out of him in some tactful way at the time of the sale and reminding him occasionally that his hogs are about due to be sold, etc., the farmer will usually respond with the much coveted greenbacks. The largest business of a community is built up on retail sales, but an indefinite credit arrangement will wreck even the strongest of institutions.

H. R. WHITE, Scotts, Chairman of the Auditing Com'te, reported the books and records of the organization had been examined by the com'te and were found to be correct and in excellent condition. The report was accepted.

SECY HUBBARD reporting for the Resolutions Com'te proffered the following for adoption:

#### Favor St. Lawrence Waterway

RESOLVED that this association go on record as heartily favoring the proposed project of making the St. Lawrence River navigable for ocean going vessels.

The report was adopted, together with a resolution thanking the speakers and the local firms who contributed to the success of the convention.

DON P. SOULE, Lansing, in the absence of Chairman S. O. Donner (Saginaw) of the Nominations Com'te, read the report of that com'te recommending E. H. Bueschlen, Unionville, president; L. E. Osmer, Lansing, 1st vice; Guy Rowell, Yale, 2nd vice; H. R. White, Scotts, director for one year to fill an unexpired term; and the following to be directors for two years: G. C. Marotzke, Sebawaing; John McFarland, Merrill; and R. E. Ward, Jackson.

Rules were suspended and the entire ticket elected and installed by acclamation amid much applause.

The anniversary convention, which had been so successful, was adjourned *sine die*, on the order of the chair, and was immediately followed by a directors' meeting, at which Sec'y-Treas. Hubbard was naturally the unanimous selection of this executive body to guide the Ass'n through another year.

#### Convention Notes.

An even 100 registered, though there were at least a third again as many in attendance. Sec'y Hubbard's daughter capably handled the registration, badges, banquet tickets, and entertainment for the ladies and children.

The entertainment features were provided through the courtesy of the Lansing hay and grain firms.

"Sing-song" sheets were distributed through the courtesy of J. F. Zahm & Co., by Bill Cummings and Bill Salt of Morton Salt Co.

Sam Rice somehow or other managed to pass in his garage ticket after having taken a Bromo-Seltzer between Bill Cummings and Joe Doering instead of relinquishing possession of his banquet admission card, which resulted in having had an old rusty broken-back Lizzie thrust on him in place of his big limousine.

All the party were said to have been crippled and disabled on the return trip.

Among those in attendance were: D. R. Agin, Battle Creek; P. K. Ark, Munett; E. H. Bueschlen, Unionville; B. F. Brunke, Fountain; H. S. Button, Chicago; D. C. Bridgoran, Jackson; Neil H. Bass, Lansing; N. D. Beirson, Jackson; G. H. Baldwin and A. Boder, Detroit; F. J. Bradford, Chicago; Homer Chete, Marshall; R. E. Cushman, Lansing; W. W. ("Bill") Cummings, J. F. Zahm & Co., Toledo; A. A. Cummerow, C. A. King & Co., Toledo; A. B. Caple, Toledo; John L. Dexter, Detroit; G. F. Diamond, St. John; Joe L. Doering, Southworth & Co., Toledo; S. O. Donner, Saginaw; F. F. Flaherty, Charlotte; Herb Frutchey, Gaines; Ed Fauble, Scranton, Ohio; Jos. Frutchey, Saginaw; A. A. Frevort, Alma.

Ed Gerson, Emmett; H. D. Gates, Jackson; W. J. Genbee, Reese; Wm. E. Hess, Flint; J. W. Hirnuch, Auburn, N. Y.; G. O. Harbaugh, Chicago; S. M. Kerby, Owosso; Ward E. King, Jackson; Ray Kent, Reed City; H. C. King, Battle Creek; E. K. Leeman, Melvin; F. W. Leeman and wife, Shafterburg; Herman Mahele, Marshall; C. A. Manchester, Deckerville; Francis L. O. Mella, St. Louis; R. F. Myers and L. E. Marshall and wife, Lansing; O. J. McMaughton, Milliken; R. I. Mansfield, Bartlett Frazier Co., Chicago; C. A. Miller, Adrian; J. N. McAllister, Bancroft; H. G. Morgan, Pittsburgh; G. C. Marotzke, Sebawaing; F. E. McGunegle, Snover; L. C. Martens, Bellevue; Frank E. Nowlin, Albion; Harry Northway and Harry Junior, Owosso; J. P. Oik, Flint; M. I. Ogilvie, Three Oaks; L. E. Osmer, Lansing.

B. A. Pomeroy, Middleton; J. J. Peters, Grand Rapids; B. T. Pocesoy, Casco; Chas. Quinn, Toledo; Sam L. Rice, Metamora, Ohio; Robt. Ryan and E. P. Rendall, Lansing; Guy M. Rowell, Yale; Fred K. Sale, Winchester, Ind.; D. P. Soule and L. M. Swift, Lansing; E. C. Smith, Ovid; Asa Strait, Vermontville; A. N. Sheffield, Battle Creek; Jos. Shaft and wife, Shafterburg; W. E. Savage, Bates; R. L. Tuttle and wife, Grand Rapids; Russell E. Ward, Jackson; R. J. Wood, Toledo; G. W. H. Whipple, Jackson; L. Wolfe, Sandusky; J. H. Walker, Jackson; Fred Willis, Marlette; Geo. H. Wilcox, Wauwatosa, Wisconsin; Paul Warren, Crabbs Reynolds Taylor Co., Crawfordsville, Ind.; E. R. and H. R. White and wife, Scotts, and H. O. Yant, Detroit.

Corn has made possible the Duco finish now applied to practically all motor cars, as well as it is a constituent of all the new lacquers. It is now being substituted for the corks in metal capped bottles and containers, and is soon to be placed on a more commercial basis by DuPont and the Williams Sealing Corporation. Some 77 new usages are to be announced soon by Dr. E. R. Darling of Decatur, Ill.

#### An All-Steel Kansas Elevator.

Herewith is illustrated the all-steel 35,000-bu. elevator of the Anthony Mills line at Anhart, Kans., on the Orient Rlwy. It consists of 4 steel tanks and one interstice bin set on a heavy concrete base.

Adjoining it is the all-steel engine house, which incloses a 12 h.p. Fairbanks-Morse gas engine. Power is transmitted thru a shaft to a Columbian rope drive which runs the one leg. Mr. Flood, who has charge of the Anthony Mills line of elevators, says they use Columbian transmission rope in a number of their elevators and have always found it gives trouble-free service.

Other equipment includes a log-dump, a Fairbanks wagon scale, a Richardson automatic hopper scale, and a man-lift.

The structure is built of fitted steel plates, the edges of which are bolted together to form great reinforcing ridges. The bolts are spaced about 1½ inches apart.

Asked what he thought of steel tanks for grain storage, Mr. Flood said he would never use them again at a country station. The weight of wheat dumped in them springs the seams and causes them to leak. Furthermore it is necessary in construction to fit the plates with the greatest exactness and precision. The elevator is used only for receiving and shipping wheat; never for storage. The Anthony Mills maintains headquarters for its line of elevators at Anthony, Kan.

#### Protein in Wheat.

In recent years of scientific milling, most wheat, particularly hard wheats, are sold almost entirely on their protein content. Knowing the subject would be of interest to our readers we asked Harold Anderson, president of the National Milling Co. to explain which he has done in the following:

"Our local red wheats run from 9 to 12% protein this year, with the great majority 10 to 11%. White wheat runs about 1% lower. Kansas hard runs 9 to 18% protein. Recently received a sample running 18.95%, the highest on record this year. Spring wheat has about the same range as Kansas hard. Average spring and Kansas hards run about 12.5% this year.

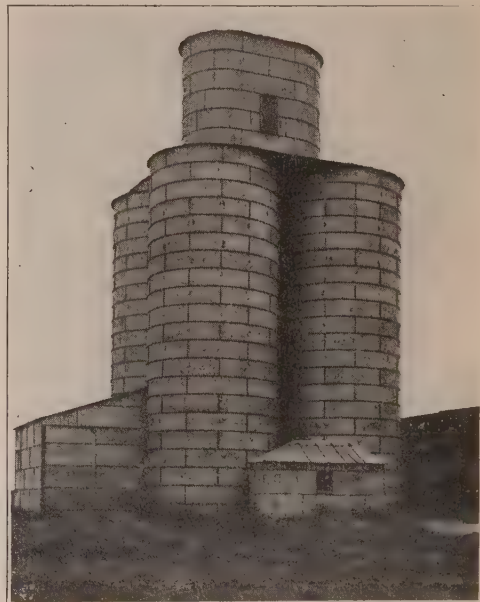
"Protein is a complex organic compound. Compounds are divided into two general classes, organic and inorganic. All organic compounds contain carbon as opposed to inorganic compounds which do not. Carbon in its pure state is found in various forms, lamp black and the soot from chimneys, which is almost pure carbon, charcoal, and interestingly enough, diamonds. In fact, diamonds are pure carbon in a crystalline form.

"There are four great general classes or organic compounds: starches, fats, sugars and proteins. All of these compounds are quite complex, but all contain carbon, hydrogen and oxygen. In fact, starches and sugars are composed entirely of carbons, hydrogen and oxygen in different combinations. Fats are mainly hydrogen, carbon and oxygen which mainly differentiates proteins from the other three compounds.

The proteins contain nitrogen. In fact, it is by the method of obtaining nitrogen in the wheat berry that we obtain the protein content or the gluten content in flour for it would be impractical to analyze wheats for proteins, what is really done is to analyze for nitrogen and then multiply by a definite factor 5.7, which factor has been obtained by many, many actual experiments as to the relation of protein to nitrogen in the wheat berry.

"The reason protein has become an important factor in wheat values particularly, in bread wheats, hard and spring wheats, is the fact that this gluten is what gives the volume to a loaf when it expands through the growth of the yeast plant in the fermentation of a loaf of bread. Were it not for this elasticity the loaf would break down and be flat like a cracker.

"When one chews wheat he really washes out starches and leaves merely gluten behind, of course in an impure state."—Southworth & Co.



35,000-Bushel Steel Elevator of Anthony Mills at Anhart, Kan.



# What Is Wrong With the Country Elevator Business?

The reaction we are receiving from country dealers as the result of reading the letters published under the above heading in the Journal, for Aug. 10th, is most encouraging, in that country dealers generally are beginning to recognize the futility of trying to drive out competition by cutthroat methods and are either buying up surplus elevators or else courting the friendship of competitors and frequently conferring with them as to the most practical solution of the trying problems daily presented to them. We sincerely hope that all elevator operators will read carefully the convictions of our correspondents and promptly take steps to put the business on a profitable basis at their stations.

Letters reflecting business conditions at other stations, or suggestions for improvement, will be most welcome. Read the following and give us your own convictions:

## Why Grain Dealers Go Broke.

Arcola, Ill.—Too much jealousy, too many damn liars these days. Grain buyers believe everything they are told by people who have grain to sell relative to what the other dealer is paying and how he is taking grain.

There is only one good grain buyer to the thinking of the seller and that is one who will pat him on the back and give him more money than his grain is actually worth.

The grain dealers are not honest with their competitors or themselves.

Farmers are more intelligent and better organized than grain buyers.—O. R. Twiford.

## Grain Shud Be Bot on the Future Bid Price.

Momence, Ill.—In our opinion there are several reasons for failure in the grain business: First, speculation; second, buying on too small margin; third, free storage of grain; fourth, shipping out stored grain and hedging same; fifth, advancing money on contracts and stored grain.

We are only in the grain business in a small way and our opinion may not be worth anything to the trade. We believe that all purchases of grain should be made on the future bid price, not on the cash price at the time contract is made, which a great many dealers do not do.—Hess Bros., by Chas. Hess.

## The Short Seller's Mistake.

Hudson, Ill.—My opinion of the troubles with most of the country grain dealers is that they pay too much for their grain, basing their markets on outside markets and ahead of regular markets. Free storage is not good even if the elevator man keeps the actual grain, but is much worse when grain is shipped out and the dealer tries to protect himself by hedging. Advancing money is not good business but is done by a great many dealers without interest. Paying track prices to farmers just because the dealer has been lucky enough to sell short or thinks the market is going up is a bad practice. The dealer is a good buyer as long as he can keep up such practices but when he goes broke he is just like any other "damfool." Farmers want to put him in jail for stealing.—E. J. Finley.

## Be Neighborly and Get a Profit.

Tolono, Ill.—I think the main trouble with grain men is they simply pay more for grain than it is worth. It seems as tho a lot of them figure that all that is necessary to make money is to handle a lot of grain. To do this they try to reach out as far as possible, taking

grain that belongs in other territory, regardless of the price they have to pay. We have concrete evidence of that in our neighboring town where a grain man went broke. I know that this man repeatedly bought grain at track prices on a bear market. If grain men would sit down and figure what it costs to handle grain and then added a reasonable profit, thereby making money with less work, the tale would be different. Incidentally they could be good neighbors with other grain men and there would be less dissatisfaction among farmers concerning prices.

I suppose speculation comes in with its share of fatalities as does shipping stored grain, but if a grain man made money on the bulk of his business by buying it right he would have a little profit to speculate with and still not go broke.—C. A. Zelle.

## Grain Should Be Bot on Wider Margin and Quickly Shipped.

Chapman, Ill.—As to what is wrong with the country grain business, will say, first and foremost, competition is too strong. There is a feeling between competing country grain dealers that exists between the merchants of no other trade or business, and this ought not to be. Grain is bought on too small a margin simply to keep the other fellow from buying it. Having bought this stuff too high we store it thinking it will go higher and all the time we are holding it the interest is counting up and the shrinkage and waste is no small item.

In our judgment grain should be bought on a higher margin and shipped as fast as it is bought. This we think would put the grain dealers on a more substantial footing.—Yours truly, J. H. & M. F. Toberman.

## Some Costs Frequently Overlooked.

Rockford, Ill.—From personal observations, very few elevator operators figure costs. A good many figure if they make one cent per bushel on grain shipped they are doing well, whereas when they figure up at the end of the season they are in the hole and they wonder why. Very few can operate with less than five per cent overhead. Figuring we pay thirty-five cents for oats, we have to have two cents margin to break even. The same on corn at seventy cents means three and one-half cents to come out. I dare say that sixty to seventy-five per cent of the grain in Illinois is brought on less margin than that.

Another thing is in grinding. A good deal of grinding is done for eight to ten cents per cwt. and I figure that those prices will send the dealer to the poorhouse. Twenty years ago when I first went into the feed business we got our power for one and three-quarter cents per KW., now we pay three and three-quarters cents. Those days we could hire all the help for from one dollar and fifty cents to two dollars per day, and now it is from four dollars and fifty cents to five dollars per day. Everything has more than doubled and we figure that in order to come out and make a small profit we have to get from twelve to seventeen cents per cwt. for our grinding, according to fineness. A lot of the older operators think that we used to do it for so much and made a little money and they don't take into consideration the increased costs—and wonder why they can't do it now.

Another thing is delivering. The majority of operators have trucks and don't figure that it costs money to operate them. We figure that a one-and-one-half- to two-ton truck costs us twenty-five cents per mile to operate, figuring interest, gas, oil, repairs, depreciation and driver. If we deliver a load five miles and return it has cost us two and one-half dollars. Right here in Rockford we have dealers who

are delivering goods on which their total profit does not cover the cost of delivering.

Everybody is after business and the sooner our operators come to their senses and leave the business go that doesn't pay, the sooner the elevator business will get back on a paying basis. We all want to give the farmer all we can for his products (Lord knows he gets little enough), but when we have to pay more than we can get out of them, we had better leave them alone.

This is just what I have observed over a period of twenty years.—Yours for better business, Fred C. Lange, Vice-Pres. and Mgr., Coppins & Lange Flour & Feed Co.

## Sold Dec. Corn as a Hedge; Suffered Double Loss.

Manteno, Ill.—Experience means nothing at all under the conditions that exist at this time. In the first place the farm conditions are so bad that no one dealing with farmers can make money. We have cut out the bad practices such as advancing money, free storage and giving the rise of the market. But it is so hard to collect from farmers for coal, feed, repairs and other supplies that it ties up too much money. We are not pushing sales of anything as we are not making enough to pay expenses as it is, so one's profit in side-lines has been cut a great deal. The main cause that I see in the market conditions is that the markets are so controlled and manipulated that they are a hindrance to an elevator man.

The last two years our corn did not even grade No. 4 and, as you know, one cannot sell No. 4 corn for future delivery, so we sold the December as a protection. When December came the cash corn went down and the future went up so we lost both ways, and handled that corn for nothing or at a loss. If you consign your grain, the market fluctuates so much from day to day that you either make a lot or lose a lot. I know for one that we never made so much money as during the war when a price was set on grain. So I for one feel that a set price would be much better for the farmer, grain dealer and consumer.—Yours truly, Leon Euziere.

## What Is Wrong?

Here is a subject on which we can feelingly speak. Altho in temperament, by training and by choice an optimist, we are forced to view with dark pessimism the practices and careers of several country elevator operators. After having been manager of a "reorganized" (?) heavily indebted farmers' elevator for sixteen months we can speak from experience and from observation.

1. Attempting to operate with insufficient capital. Occasionally some genius for organization, wizard in finance and whiz for work begins business with a shoestring and makes a notable success. The average farmers' elevator personnel, however, is woefully lacking in leadership, to say nothing of geniuses, wizards or efficient workers, both among its officers and managers.

2. Attempting to do business on inadequate margins. A desire to pay their farmer patrons a price for grain perilously near the terminal price. This frequently results in small "red" balances which individually are not serious. Collectively, they are ruinous. When side lines are carried this same desire to sell on insufficient margin is also encountered.

3. Large book accounts and poor collections. An unbusinesslike attitude of extending large credit and then "going easy" that the delinquent may not be offended. We know of one farmers' elevator whose president has a larger book account than any two other patrons combined.

4. Unlimited storage. The proper place for farmer's storage is on the farm, not at his local elevator. To accept grain and carry it for nearly three years is not justice to the company, to the individual farmer so carried, to the other farmers of the community, or to the elevator patrons, yet we personally know

[Concluded on page 238.]



# Business Set-Up of Local Elevators in Kansas

By R. M. Green of Kansas State Agricultural College

The local elevator business rests first upon its financial and credit structure. Beneath this, however, is the ability or inability to produce a real service, the economical or wasteful expenditure of time in the performance of this service, and proficiency or lack of proficiency in buying and selling. Analyzed in such a way, the local elevator business is seen to consist essentially of:

1. Financial problems or money and credit handling problems.
2. Production problems or commodity handling problems.
3. Personal problems or management and labor handling problems.
4. Sales and purchasing problems or price handling problems.

It will be the purpose of this discussion to point out characteristic problems of these several types which are now of greatest concern to the Kansas country elevator rather than attempt to catalogue all their business problems.

## 1—Finance and Credit Problems

Financial and credit problems of the local elevator are most likely to be given first consideration in practice because they are to so great an extent the direct or immediate cause of elevator successes or failures.

Finance and credit problems naturally fall into two classes. First, there are the problems of obtaining credit, and second, the problem of using credit.

In Kansas any country elevator that is solvent has as a general rule little difficulty in obtaining sufficient local bank credit.

In general, Kansas country elevators do little or no storage business. The average Kansas elevator has about 15,000 bus. capacity and there is a considerable number of elevators with 8,000 to 10,000 bus. capacity. The usual plan is to keep grain moving so that the elevator will have a capacity turnover of five or six times. The result of this policy is shown by a comparison of the seasonal distribution of country marketings with the seasonal distribution of Kansas City receipts.

**Marketings:** The cumulative percentage distribution of farm marketings of wheat compared with the cumulative percentage distribution of Kansas City receipts shows the following differences:

Table I.—Difference between cumulative percentage distribution of farm marketings and Kansas City receipts of wheat. (1)

July .....	-1.81	January .....	+ .68
August .....	-4.13	February .....	+ .78
September .....	-2.40	March .....	+1.70
October .....	+ .94	April .....	+1.75
November .....	-.03	May .....	+ .62
December .....	+ .32	June .....	..

+ Country marketing in excess of terminal receipts.

— Country marketing less than terminal receipts.

(1) Report of the Federal Trade Commission on the Grain Trade, Vol. VI, Prices of Grain and Grain Futures, Sept. 10, 1924, page 86, Table 25, Column 8.

This means that the percentage of total annual marketings that farmers have marketed up to a certain date differs but one or two percent from the percentage of total annual receipts received by the Kansas City market up to that same date. The flow of grain from farms into local elevators is at about the same rate as the flow from local elevators into the Kansas City market.

If a similar comparison is made for the Minneapolis market, it will be found that average farm marketings and Minneapolis receipts do not synchronize so closely in their seasonal distribution.

Table II.—Difference between cumulative percentage distribution of farm marketings and Minneapolis receipts of wheat. (2)

July .....	+ 9.22	January .....	+11.10
August .....	+16.88	February .....	+ 9.05
September .....	+18.58	March .....	+ 5.10
October .....	+18.25	April .....	+ 3.68
November .....	+16.91	May .....	+ 2.26
December .....	+12.62	June .....	..

(2) Report of the Federal Trade Commission on the Grain Trade, Vol. VI, Prices of Grain and Grain Futures, September 10, 1924, page 86, Table 25, Column 7.

In the case of the Minneapolis market the

percentage of total annual marketings that farmers have marketed up to any certain date is in excess of the percentage of total annual receipts received by the Minneapolis market up to that same date by from two to 18 or 19 percent, depending upon the season of the year. The average rate of delivery from the farm to local elevators is much in excess of the rate of flow from country elevators to the Minneapolis terminal, indicating more reliance upon country storage in this area than in Kansas City territory.

With country purchases in Kansas so nearly matching terminal receipts at Kansas City, it is evident that the wheat will finance itself to a very large extent insofar as the country elevator is concerned. The familiar practice of drawing a draft against the commission company or other grain dealer and attaching bill of lading lessens the amount it is necessary to borrow from local banks, provided car supply is ample so that normal movement of grain is secured.

The working capital required by a Kansas elevator for handling grain will average \$5,000 to \$8,000. Most of the elevators' borrowed working capital is for the purchase of grain. With a rapid turnover, the problem of using credit for this purpose is rather simple. The principal risk in such an investment is from market fluctuations and the possibility of grain going out of condition. This phase of the local elevators' financing problems, therefore, is closely tied up with buying and selling problems.

**Present Sale—Future Payment Contracts.**—Kansas elevator operators may, in effect, store grain for farmers and sell the so-called stored grain just as they do other grain without becoming public warehousemen under the state law. To do this, elevators make use of a present sale-future payment contract. By this contract, the producer sells to the elevator at the time the grain is hauled, final settlement to be made at some future time on the basis of the next Kansas City market after notice is received by the buyer. Title is passed to the elevator at time of sale so that the elevator has complete control of the grain. The handling of such grain is financed without any more difficulty than that paid for in full at time of sale. The risk assumed is frequently reduced by hedging. Because the average Kansas elevator man is selling almost as fast as he buys, at least until toward the end of the season, he figures on the losses and gains from price fluctuations averaging out about as close as hedging gains and losses. The Kansas elevator man, therefore, makes but little use of hedging.

The investment in grain presents no special problems of security aside from those involved in buying and selling operations. The use of credit for grain purchases is fairly well standardized as to margins of safety required on loans.

The average Kansas elevator, however, expends \$3,000 to \$4,000 a year on current operations excluding interest on borrowed funds and interest on fixed investments. Operating standards for country elevators are not so well standardized nor so well understood as standards for loans on stored grain or grain purchases.

With nearly as much expended on current operations as the average investment in grain, it is plain that the financial and credit end of the local elevator business is very much interested in the production or operating problems of the elevator, or at least should be.

Last year 77 Kansas elevators quit business. The immediate trouble was financial and credit difficulties. The root of the trouble, however, was deeper seated and had been developing for some time.

## 2—Production Problems of the Local Elevator

The chief thing that the local elevator has to offer is the service it can render in marketing the farmers' grain. The buying margin taken by the local elevator is nothing more than the price it charges for its services. There are no more grounds for believing that the price of this service is determined by cost of production alone than that any other price is so determined. Competition and custom to a large extent establish from time to time certain margins at which elevators attempt to buy grain. When competition develops to a point where destruction of rivals is almost necessary, it interferes with the ability to render economical service.

The margin on which Kansas country elevators attempted to buy wheat for a three-year period averaged 5½ cents per bushel gross. From two-thirds to four-fifths of the elevators are attempting to buy on a margin of from four to six cents a bushel. The average attempted buying margin for 1920 was 5½ cents

gross; for 1921, 5½ cents gross; and for 1922, 4½ cents gross. Out of these gross margins must come operating expenses, terminal marketing expenses and any profit that is realized.

While an elevator manager may attempt to operate on a 5 to 5½ cent margin for wheat, he is not able to buy all his wheat on exactly that basis.

The widest departures from a 5 or 6 cent buying margin tend to come with radical swings upward or downward in the terminal market price. Country price tends to lag in its response when the terminal market price fluctuates violently. As an instance, during the violent price changes during the fall and winter of 1924 and the spring of 1925, margins reported by a group of elevators in southwest Kansas varied from three cents a bushel Dec. 1, 1924, to 16 cents Jan. 1, 1925, when the market was rising. The margin settled back to eight cents by Feb. 1, then with a March and April decline at the terminal market, the margin again widened to 11 cents March 1. With a rising market in May, the margin changed from 7½ cents April 1 to 18 cents May 1 and then back to one cent by June 1. Risk of price fluctuations at central markets is an important element in the price paid for local elevator service.

**Fluctuations in the volume of business** due to variations in the size of the wheat crop in different sections of Kansas is another risk factor that enters into size of margin taken by the local elevator. Size of local crop may fluctuate as much as 600 or 700 percent. Since volume of wheat handled is one of the most important factors affecting cost per bushel of handling wheat, fluctuation in size of crop which may so materially affect volume is an accidental factor of first importance in determining the cost per bushel of handling wheat. As an instance, in northern Kansas where the wheat crop is light this year, the directors of a farm elevator company of eight units met a few weeks ago to decide whether they had better stay closed at a cost of \$8,000, or open and raise about \$20,000 with which to do business.

Another factor that affects the size of the local margin is the fluctuation in premium quality or protein content of wheat and the premiums paid for quality. Quality wheat and a good premium paid for quality will enable a local elevator to narrow his buying margin on the grade, especially if none of the premium is paid to the farmer. Another year, however, weather conditions may be such that the same elevator gets no extra quality wheat. There is a hazard, therefore, as to selling price based on quality.

Aside from these elements of risk, a large proportion of the country elevators' ordinary operating costs are more or less fixed regardless of the volume of grain handled.

In the case of a group of Kansas elevators it was found that fixed costs made up about 72 percent of the total cost, exclusive of interest and shrinkage. In turn, salaries and building and equipment costs represented 90 to 95 percent of fixed costs. Salaries and wages alone were about 75 percent of fixed costs.

The advantage that one elevator has over another in cutting salaries or wages is small. A more hopeful line of attack on operating costs is that of using the manager's time and that of hired labor to better advantage, and in only operating where there is reasonable chance for volume of grain. Above all, hazards of operation must be taken into account and a sufficient surplus carried to meet them.

## 3—Handling, Management and Labor

Kansas elevators are turning more to sidelines as a means of better employing the time of management and labor. The main difficulty in this comes where an extensive credit business is done. Where the sideline business becomes large and quite profitable it is often necessary for the cooperative company to carry it as a separate department from the grain business in order that pro-rating of sideline profits may be made independently of the pro-rating of grain profits. This has been the case where some elevators have done a large and profitable business in oils.

One of the principal problems of the line elevators is that of successfully handling management and labor at the several different stations. Some lines are paying, in addition to a salary, a percentage of profits as an inducement of efficient management.

A fertile field for the profitable employment of a little more of the manager's time is to be found in a better keeping of records for the presentation of claims to the railroads. It is generally understood that there are three types of claims: loss claims, damage claims, and delay claims. Loss claims make up 95 percent of the claims presented, damage claims 1½ percent, and delay claims 3½ percent. The delay claims of Kansas elevators that are never presented are worth more money than all the loss and damage claims presented and collected. More care here would be a saving of money.

## 4—Cost of Operation

The average cost of operating a group of Kansas elevators of all types in 1920 was 5.77



cents per bushel. These elevators reported buying margins averaging 5½ cents per bushel. Costs of operation in 1921 averaged 5.83 cents per bushel and average buying margin 5½ cents. In 1922 costs averaged 4.91 cents per bushel and buying margins 4½ cents. Obviously, any profit realized by these elevators must have been largely speculative, coming mostly from fortunate buying and selling. Apparently, care in buying and selling is one of the most important problems with which the country elevator has to deal.

**Elevators for Sale Because of Narrow Profits.**—Very frequently low cost elevators are not the most profitable elevators. This is because they are not so efficient as the other elevators in buying and selling.

Recent action on the part of some of the mills owning large lines of elevators testifies to the increasing difficulties in buying and selling grain in the country. One of the wealthiest millers in southwest Missouri offers a line of 14 houses for sale. Another Kansas milling company has 64 houses for sale and another has said it would offer 128 for sale. These are all voluntary sales.

The reasons given for selling are that the mills can buy on the open market cheaper than through their own houses. They are never sure of volume when operating country stations, cannot tell what protein content of wheat they are getting, and have little choice in rejecting wheat offered to them. This is some indication that country buying has reached a point where profits are not unusually attractive under usual conditions of operation within the state.

**One of the greatest opportunities left for the low volume elevator in Kansas,** in addition to sidelines, which are not always feasible, is the purchase of quality wheat and its sale to discriminating buyers. In this way, the elevator can average higher sales prices and thus in part at least make up for higher costs per bushel. For instance, any mill making a high class product can well afford to pay a premium for wheat that is free from heat damaged kernels. Even a five percent mixture of heat damaged wheat leaves a bad effect in the flour. The damage does not have to consist of skin burning such as that recognized by the federal grades before the wheat is reduced in milling value.

There are distinct seasonal tendencies in Kansas City wheat prices. So long as competitive factors giving rise to these seasonal fluctuations continue to be felt, elevator managers in Kansas can frequently improve their buying and selling by giving closer attention to these factors. The importance of timely buying and selling, insofar as circumstances permit, is shown by reference to the frequency with which Kansas City cash wheat prices show characteristic seasonal movements. The causes of these movements are well known to grain men, but not always fully appreciated by the country shipper who is managing a cooperative elevator.

#### Periods of Weakness and of Strength

**Periods of Weakness.**—Whatever the wheat price trend any season, there are, underlying

the price structure, three potential weak spots. The first in June, July and August is affected by the prospective and actual movement of new crop wheat in the winter wheat belt of the United States. The second, in November, is influenced by the movement of new crop Canadian wheat and spring wheat in the United States. The third period comes in February and March and is caused by the movement of wheat from Argentina and Australia.

**Periods of Strength.**—Likewise, the price structure in any season is marked by three potential strong spots. The first in September and October is the result of the decrease in movement of wheat from farms in the winter wheat belt, by a decreased movement from countries competing with the United States and by the fact that with ordinary weather conditions it is too early for spring wheat in the United States or Canadian new crop wheat to be moving in volume.

The second possible strong spot in the market is in January. Potential strength at this point is attributable in a large measure to the shutting off of the movement of Canadian wheat about Dec. 15 when the Great Lakes are closed to navigation. Furthermore, it is too early for Argentine and Australian wheat to be moving. Competition from other countries has frequently been the lightest of the season at this time.

The third period showing potential strength is in April. Argentina and Australia have usually passed the peak of their shipments. By the end of March farmers of these two countries have usually sold the bulk of their wheat just as the farmers of the United States do in August and the Canadian farmers do in November. It is usually April 15 to May 1 before the Great Lakes are open for navigation and the spring movement of Canadian wheat starts. For this reason, competition in export trade may lighten in April, especially the fore part of April.

#### What's Wrong With the Country Elevator Business?

[Continued from page 236.]

of such practice. A policy of **NO GRAIN STORED MORE THAN THIRTY DAYS, rigidly enforced,** is safe, just and equitable.

5. Advancing money. We have reference particularly to advances on a patron's word only and without interest. When an elevator is financially able we see no objection to an advance on crop in bin or crib, or crop being harvested, **PROVIDED,** advance is secured by note bearing regular interest rate.

6. Check-off of grain and audit of business not frequent enough. A yearly check-off and audit is ordinarily considered sufficient. A six-months balance is far more desirable, and a three-months audit would often be good practice. Our experience and observation shows that with frequent check-off objectionable op-

erations and practices can be caught and corrected with comparative ease, which, if continued for six months or more, become decidedly embarrassing.

After all, isn't it possible to group these contributing factors of failure and say that "99 44/100%" of the troubles are due to a non-observance of proven business principles?

"Fools rush in where angels fear to tread." As a fledgling manager I have presumed to write at length where, perhaps, a more experienced man would hesitate or not write at all. If what is written is of any service, I am content. If it is useless, my time has been wasted in writing and yours in reading. I have, however, got a load off my mind.—A Manager with Restrictions.

#### Canadian Government Elevator at Edmonton.

One of the largest grain elevators in the Canadian Northwest is that of the Canadian Government at Edmonton, Alberta, shown in the engraving herewith.

The plant is of reinforced concrete construction, with the exception of large panels of brick in the walls of the working house cupola and in the walls of the office, boiler house and drier house. The spandrel walls in first story of working house are of brick.

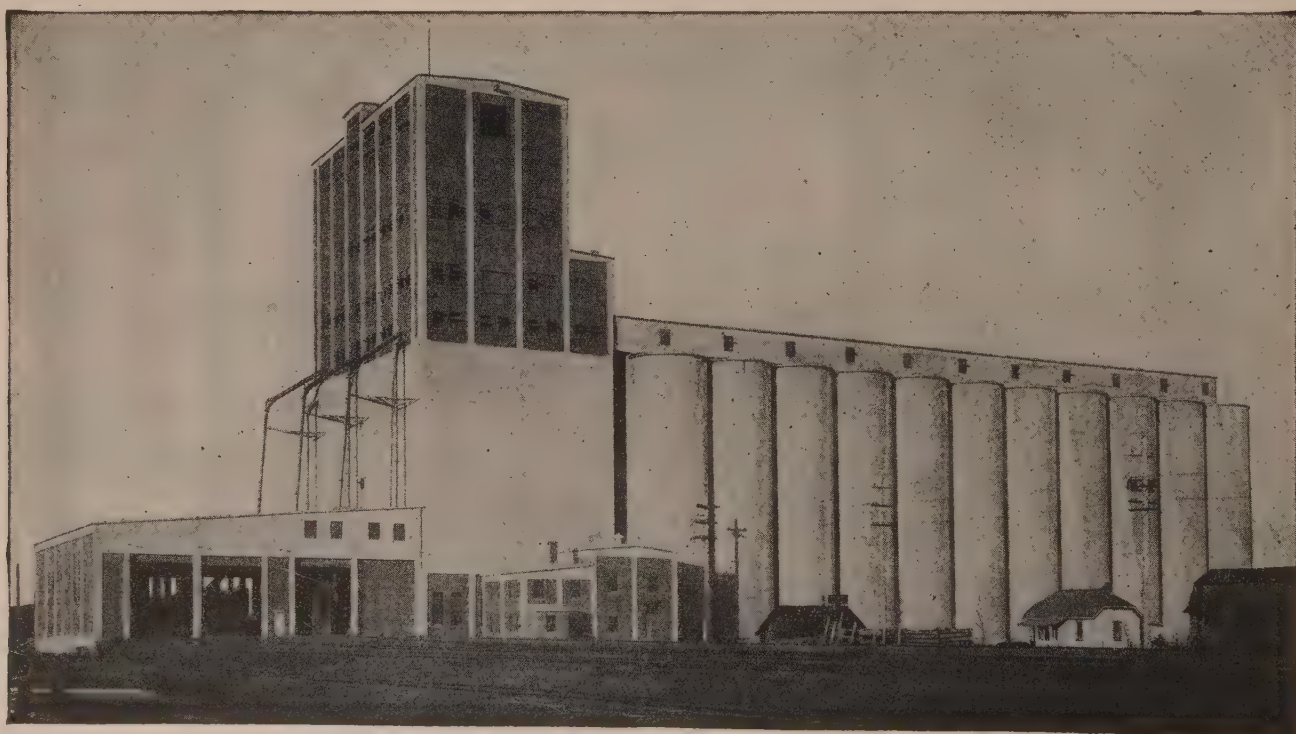
The working house is 110 ft. 4 ins. long by 64 ft. 8 ins. wide and 186 ft. high, containing, in addition to the machinery such as legs, scales and cleaners, 28 circular bins, 18 interspace and 17 pocket bins, with a storage capacity of 350,000 bus.

The plant is served by 6 railroad tracks, 4 of which enter the track shed for unloading grain. This contains two shovel machines and two car dumpers.

The drier house contains a drier to handle 2,000 bus. per hour, with a boiler house for the 200-h.p. steam boilers in connection to furnish the heat for drying.

The office and the electric sub-station are in one building.

The 2,000,000 bus. storage annex is of reinforced concrete 264 ft. 8 ins. long, 120 ft. 8 ins. wide. The bins are 90 ft. deep, the 55 circular bins being 23 ft. 2 ins. inside diameter, and forming 40 interspace and 4 outer space bins. C. D. Howe & Co. were the designing and supervising engineers.



2,350,000-bu. Concrete Elevator of Canadian Government at Edmonton, Alta. [See facing page.]



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, new flour mills, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Stockton, Cal.—A grain inspection office was opened here on June 29.

Lamanda Park, Cal.—The Ambler Feed & Fuel Co. is remodeling its plant.

Los Angeles, Cal.—The Howard Brokerage Co. has taken over the interest of Strauss & Co., Inc. W. E. Howard is pres. and Geo. E. Howard is sec'y.

San Jose, Cal.—The Sperry Flour Co., the Globe Grain & Mfg. Co., and the Albers Bros. Mfg. Co. have leased the one-story concrete warehouse, recently sold by Walter H. Sullivan of San Francisco, to Catherine Dunne Hersey, for twenty years.

## CANADA

Leduc, Alta.—The Quaker Oats Co.'s elvtr. was burned on Aug. 13. Very little grain was in the elvtr.

Factoria, Sask.—The Robin Hood Mills Co. has taken over the Factoria Interprovincial Mfg. Co.'s plant. The plant will be overhauled and production will start Oct. 1.

Vancouver, B. C.—The James Stuart Grain Co., Ltd., has opened an office here under the management of Arnold Whitmore, formerly mgr. of the export dept. of the Saskatchewan Co-op. Elvtr. Co., Ltd.

Regina, Sask.—Bids will be received by the Saskatchewan Pool Elvtrs., Ltd., Farmers Bldg., Regina, until Sept. 1 for painting out and re-painting the name of the company on 451 grain elvtrs. located at various points in the Province of Saskatchewan.

Winnipeg, Man.—Geo. R. Ruttan, a well known figure on the Grain Exchange, celebrated his 25th year as a member of the Exchange. Mr. Ruttan came to Winnipeg in 1901 from Kingston, Ont., and for some years was with James Richardson & Sons, but in 1912 he entered the brokerage business on his own account.

Vancouver, B. C.—Vancouver elvtrs. have applied for an increase from 1c to 1½c on elevation, the new rate being about equal to that at the Head of the Lakes. Other changes requested corresponded also, except in the case of drying, which is now proposed to be 5c on tough, and 7c on damp and mixed grain. In the present tariff the rate is simply a 3c charge for grain.

## COLORADO

Wiggins, Colo.—The Denver Elvtrs. of the Colorado Mfg. & Elvtr. Co. has been remodeled.

Springfield, Colo.—J. O. Dugan, grain buyer here, will build an elvtr. as soon as the railroad is completed.

Fort Morgan, Colo.—I will manage the Lieber Grain Co. as well as the new firm which was organized to take over the holdings of the Farmers Co-op. Merc. Co., known as the Morgan County Elvtr. Co. We took over the elvtr. located on the Burlington tracks which really consists of two houses, one of which will be used for the handling of beans and seeds.—E. Lieber, mgr., Lieber Grain Co.

## IDAHO

Gooding, Ida.—The Gooding Mill & Elvtr. Co. has remodeled its office.

Jerome, Ida.—The Jerome Mfg. & Elvtr. Co. has installed a wagon and truck dump.

Moscow, Ida.—Work of rebuilding the elvtr. of the Moscow Farmers Union Whse. Co., which burned on July 12, has been started.

Rupert, Ida.—We are repairing and painting our building and installing a little new machinery.—Ross Woolford, mgr., Farmers Mill & Elvtr. Co.

Reubens, Ida.—D. C. Howard has leased a warehouse here.

American Falls, Ida.—The Standard Mill Supply Co. of Kansas City, Mo., which recently bought the American Falls mill here, is making an effort to re-establish the plant.

Filer, Ida.—Dudley Driscoll, mgr. of the Idaho Bean & Elvtr. Co., is making preparations for the opening of the company's plant which will be located in the former alfalfa meal mill.

American Falls, Ida.—We will handle by pool about 200,000 bus. this season. Have no outside connection. Pool or portion of pool to be sold on bid.—Power County Farmers Warehouse Co. (This company was recently incorporated with Harry Knott as mgr.)

## ILLINOIS

Hillsboro, Ill.—Ware & Barnstable will build an elvtr. here.

Walton, Ill.—The Walton Co-op. Co. suffered a small fire loss on July 11.

Plano, Ill.—The Plano Co-op. Grain Co. is installing a hammer mill feed grinder.

Champaign, Ill.—Clarence T. Walton, a retired grain dealer, accidentally shot himself.

Cairo, Ill.—H. S. Antrim Co., for many years in the grain business here, has closed its office.

Ducy Crossing (Wapella p. o.), Ill.—Ray Crum has been employed at Cline & Wood's elvtr.

Wataga, Ill.—L. W. Peterson, for 14 years mgr. of the Wataga Farmers Co-op. Co., has resigned.

Payne (Brocton p. o.), Ill.—A fire was caused by ignited cobs in the elvtr. of the Brocton Elvtr. Co.

East Moline, Ill.—The plant of the Northwestern Consolidated Mfg. Co. is being remodeled and its capacity increased.

Palestine, Ill.—The plant of Miesenhelder Bros. was damaged recently when lightning struck the roof and chimney.

Havana, Ill.—The elvtr. of McFadden & Co. was burned on Aug. 17, together with 45,000 bus. of grain valued at \$150,000.

Sadorus, Ill.—The Sadorus Co-op. Elvtr. Co. owns both the elvtrs. at this station.—H. W. Hall, mgr., Sadorus Co-op. Elvtr. Co.

Wyoming, Ill.—We have moved our office to make more room for handling coal and will paint the roof of both our elvtrs.—Wyoming Grain Co.

Groveland, Ill.—Reuben Stecker, agt. for the Turner-Hudnut Grain Co., was caught in a sprocket chain at the elvtr. and it was found necessary to amputate his arm.

Epworth, Ill.—The damage done to our elvtr. by a windstorm on July 3 has been repaired and the elvtr. is again in use. The loss was fully covered by insurance.—Wm. C. Smith.

Rochele, Ill.—A 35-year-old tramp was accidentally found dead in Morris Kennedy's elvtr. He had apparently fallen into the trap door in the driveway, judging from the position in which he was found.

Turpin (Decatur p. o.), Ill.—W. R. Turpin, aged 54 years, died Aug. 11 after an illness of several months from a complication of diseases. For 20 or more years Mr. Turpin had operated the grain elvtr. here. His widow and two sons survive.

Springfield, Ill.—John Morthland of Decatur is the federal grain supervisor here. The establishment of a federal grain supervision office here consummates the efforts of grain dealers in this vicinity who have been desiring a federal office.

Lanark, Ill.—Elmer Johnson, who purchased the Hower feed mill several weeks ago, has taken charge and employed Rudy Schriener to conduct the business for the time being. A wagon dump will be installed and other improvements made.

Wenona, Ill.—Extensive improvements are being made in the elvtr. which was recently purchased by W. H. Tallyn.

Chicago: The depravity of political conditions in Illinois at this time must check any enthusiasm a citizen may have had for giving the legislature authority to revise our revenue laws.—The Tribune.

Gridley, Ill.—Gramm & Klopfenstein will operate the elvtr. which was recently purchased by Mr. Gramm at referee sale on July 31. Mr. Klopfenstein, who has operated the East End Elvtr. for the past two years, will manage the business of both elvtrs.

Allenville, Ill.—One of the bins in the J. B. Tabor elvtr. gave way under an overweight of grain on July 31 and spilled about 2,500 bus. of grain. The spilled grain was hastily loaded into freight cars on the nearby track but before all was loaded it started to rain and about 200 bus. was lost. Work of rebuilding started on Aug. 2.

## CHICAGO NOTES.

The rate of interest during August for advances on Bs/L has been set at 5½% per annum by the finance com'te.

Puritan Mills, Inc., incorporated; capital stock \$50,000; incorporators, Walter G. Moorhead, James A. O'Donnell and Arthur J. Bailer.

James F. Williams and Thos. F. Kenny, bookkeepers for Farrell Bros., were arrested after an audit of the company's books. They admitted that they had embezzled \$3,000 between July 1 and Aug. 1.

Geo. J. Burmeister, for many years in the quotation department of the Board of Trade, has returned from Texas after selling his partnership in a successful brokerage business, and formed a connection with Bishop's Service, Inc.

New members to the Board of Trade are: James R. Leavell, Thos. E. Hanley, Jr., Robt. W. Booth, Wm. T. Fraser of Minneapolis, James P. Reichmauer and James A. Sweeney. Applications: Byron C. Munson. Transfers: James F. Cleary, John F. Sweeney, Paul Gingold and Herman A. Von Rump.

## INDIANA

LaGrange, Ind.—The Home Grain Co. is installing new grinding machinery.

Milroy, Ind.—Hall & Witters have installed a 15-h.p. motor in their feed mill.

Marion, Ind.—The Farmers Grain & Feed Co. has filed certificate of preliminary dissolution.

Preble, Ind.—The elvtr. of the Preble Equity Exchange was slightly damaged by fire recently.

Decatur, Ind.—Reed Bros. of Fort Wayne are the new owners of the Zimmerman & Carper Elvtr.

Leroy, Ind.—The elvtr. of the J. H. Love Estate has been sold to John Jones and Walter Aiman.

Ijamsville (Laketon p. o.), Ind.—The Kinsey Bros. have remodeled their elvtr. and installed electric power.

Deedsville, Ind.—The elvtr. here is being equipped with motors, as electric current is now being supplied this town.

Evansville, Ind.—Petition to change the name of the Akin Mfg. Co. to the Stacer Elvtr. has been filed with the Sec'y of State.

Pendleton, Ind.—Charles Kinnard has sold his interest in the Pendleton Feed & Fuel Co. to Dr. Paul Miller of St. Petersburg, Fla.

Bourbon, Ind.—K. M. Bessinger is in charge of our elvtr. recently opened by Harry Snyder and Elmer Kessler.—Bourbon Elvtr. Co.

Lakeville, Ind.—Work on the new Wolff-Schafer elvtr. is progressing rapidly. The new house is quite an improvement over the old one.

Windfall, Ind.—The beams supporting the loading scales and bins in the Windfall Grain Co.'s elvtr. gave way, spilling 200 bus. of corn.

Kendallville, Ind.—Frank J. Fyke and sons, Harry M. and Homer, have purchased the old flour mill here. Their mill at LaGrange was burned in the winter.

Elwood, Ind.—Harmon George Harting, aged 77, died at his home here on Aug. 6. He conducted a grain elvtr. here for forty years. His widow and one son survive.

Morristown, Ind.—F. E. McQueen has bought an interest in this business. We have installed a coal unloader in our coal yards.—H. J. Nading, mgr., Morristown Elvtr. Co.

Camden, Ind.—Fouts Bros. are discontinuing the handling of feeds and this branch has been taken over by F. S. Snoeberger. However, they will continue their seed business.



Griffin, Ind.—We have built an additional storage crib for ear corn, of 30,000 bus. capacity, to our 50,000-bu. elvtr. which was recently completed.—Price's Elvtr. & Grain Co.

Swayzee, Ind.—The plant of the Swayzee Mfg. Co., operated by the United Grain & Supply Co., burned Aug. 8 with 9,000 bus. wheat, 4,000 bus. oats, 1,000 bus. corn, and 200 bbls. flour. Loss, \$40,000, partially covered by insurance.

North Manchester, Ind.—Howard Smith, who is at the head of the Warsaw Mfg. & Grain Co., now owns the North Manchester Mfg. Co., which for the past three years has been owned by Kade K. King. The plant is being overhauled.

Seymour, Ind.—Mrs. Ada B. Shields, wife of John A. Shields, pres. of the Indiana Manufacturers Ass'n and of the Greendale Mills, Lawrenceburg, Ind., died at her home here on Aug. 7, aged 39 years. Besides Mr. Shields, two sons and a daughter survive.

Nappanee, Ind.—The elvtr. formerly operated by Kraus & Apfelbaum was leased by them from the Nappanee Elvtr. Co., who owns the elvtr., and after the expiration of their lease the company decided to operate it themselves.—Harvey Stahly, mgr., Nappanee Elvtr. Co.

Prescott (R. D. Waldron), Ind.—Two boys, aged 9 and 12 years, were suffocated in Wm. Nading's elvtr. here on Aug. 12. The boys were playing on top of the wheat in the elvtr. bin, when the chute, which is used in loading cars, was opened, and the boys were covered with hundreds of bushels of grain as it started moving toward the opening. A hole was cut in the bottom of the bin and the wheat allowed to run out so the bodies could be recovered.

## IOWA

Clear Lake, Ia.—The Farmers Elvtr. Co. is installing a new feed grinder.

Rembrandt, Ia.—The Rembrandt Elvtr. Co. is building an addition to its office.

Pocahontas, Ia.—The Beers Elvtr. property was sold on Aug. 17 at a trustee's sale.

Buckman Crossing (Osage p. o.), Ia.—Chas. Emerich is mgr. of the Farmers Co-op. Co. here.

Lake Mills, Ia.—A. J. Rang of Garner is the new mgr. of the Nye & Jenks Grain Co.'s elvtr. here.

Iowa Falls, Ia.—The elvtr. of M. O. Hocum, which was destroyed by fire on July 29, will not be rebuilt.

Manning, Ia.—The Milwaukee Elvtr., formerly operated by Chas. Barten, is now under new management.

Swea City, Ia.—We expect to install a new cleaner soon.—F. J. Thomson, mgr., Farmers Co-op. Elvtr. Co.

Paulina, Ia.—A. M. Nelson, former owner of the Hakes & Nelson Elvtr. in Manson, has leased the elvtr. here.

Ventura, Ia.—Work has started on the new 45,000-bu. elvtr. of Woodford-Wheeler, replacing the house torn down.

Arthur, Ia.—The plant of the Farmers Elvtr. Co. was struck by lightning on Aug. 11 and the cupola was damaged.

Ottosen, Ia.—The Farmers Co-op. Elvtr. Society is replacing its engine with a motor and installing a J. B. Hammer Mill.

Allison, Ia.—New machinery, including an electric dump and a corn crusher, is being installed in the feed mill of Leyen Bros.

Burt, Ia.—We have just overhauled our elvtr., installed new dumps, put in new pits and repainted our plant.—Godden & McDonald.

Greene, Ia.—We have installed a new dump and Howe Scale, and painted all our buildings.—L. L. Barth, mgr., Farmers Inc. Co-op. Society.

Albion, Ia.—The Farmers Elvtr. Co. has sold its property here and at Marietta to Lloyd Reubenbauer of Dillon who took possession Aug. 2.

Rossie, Ia.—I bought the 12,000-bu. elvtr. here and will handle grain, coal, seeds and feed. The building will be covered with corrugated iron soon.—Art Anderson.

Volga City, Ia.—Ted Leete and Forest Humbert are erecting a feed mill and will install the latest type of grinding machinery, to be operated by two large electric motors.

Ocheyedan, Ia.—The Co-op. Elvtr. Ass'n incorporated by A. H. Hattendorf, Henry F. Bremer, C. L. Fletcher, Wm. Imhoff, E. A. Reuter, Joseph Sixta and W. P. Graves.

McCallsburg, Ia.—The Farmers Grain Co. will build a new coal house and will install machinery for unloading. They also plan on installing a new motor.—Martin Egenes, mgr., Garden City, Ia.

Sioux City, Ia.—Robert Scroggs suffered serious cuts about the head and face when the car in which he was riding collided with another automobile and he was thrown thru the windshield of the car.

Mason City, Ia.—C. H. Hamlin and M. A. Munsinger have purchased the coal, grain, flour and feed business of the Nye & Jenks Grain Co., and will operate under the name of the Independent Grain & Lbr. Co.

Calamus, Ia.—Our elvtr. was not damaged by the fire. The motor was burned so badly that we sent it back to the factory for a complete overhauling. The fire started in or around the motor.—Farmers Elvtr. Co.

Owasa, Ia.—Robert Jones, for the past five years mgr. of the Farmers Co-op. Elvtr. Co., has accepted a position with the International Sugar Feed Co. of Minneapolis, Minn. He is succeeded by Earl Peterson of Rembrandt.

Davenport, Ia.—The Western Flour Mills have let contract for the erection of a 500,000-bu. grain elvtr. This addition will double the present storage capacity of the plant, giving it a total capacity of 1,000,000 bus. It will be completed within 60 days.

Sioux City, Ia.—R. E. Mangan and C. C. Flanley have been elected to fill the respective positions as director and v. p. of the Grain Exchange until the annual election in October. The positions were left vacant by the recent death of J. T. Scroggs.

Pioneer, Ia.—Our 125,000-bu. elvtr. is completed, and we started handling grain on Aug. 4. Building has one leg and 26 bins, and is equipped with Kewanee Truck Lift, and a 10-bu. Richardson Shipping Scale.—Walter E. Barton, Davis Bros. & Potter.

Larchwood, Ia.—The Farmers Elvtr. Co.'s property was sold at a trustee's sale on Aug. 10 and was bought by Adam Hohman, one of the directors. The company recently turned its affairs over to the district court and asked for the appointment of a trustee.

Lynnville, Ia.—Chas. Russell, mgr. of the Farmers Elvtr. Co., narrowly escaped serious injury on Aug. 5 while cranking the large gas engine used in the elvtr. The engine backfired, throwing Mr. Russell into the drive belt and back against the cement walls of the pit.

Tabor, Ia.—I have purchased the elvtr. at this station, also another elvtr. at Madden's Switch. All business done out of Tabor will be done under the name of the Tabor Grain Co., as I also buy grain at Malvern; however, all buying and selling will be done under my direction.—A. P. Kilmartin, Malvern, Ia.

Council Bluffs, Ia.—The Nebraska-Iowa Grain Corp. has filed a petition alleging that the Lincoln Grain Co. agreed to sell 20,000 bus. of No. 1 hard wheat to be delivered in Omaha Dec. 12, 1924. The Nebraska-Iowa Grain Corp. alleges that the defendants did deliver 2,834 bus. but that the remainder has not been delivered, and damages of \$2,056 are claimed. The Pease Hay Commission Co. also claims damages of \$2,282 for the alleged non-delivery of oats. According to the plaintiff's petition, the defendant agreed to sell 50,625 bus. of oats to be delivered at Fort Riley, Kan., at 54¢c a bu., but only delivered 33,750 bus.

## KANSAS

Berwick, Kan.—A. F. Grothe has sold his elvtr. to Jacob H. Strahn.

Emmett, Kan.—The T. M. White Elvtr. was totally destroyed by fire on Aug. 12.

Mayetta, Kan.—The new 11,000-bu. elvtr. of the A. B. Elvtr. Co. is now completed.

Bucklin, Kan.—The elvtr. of Anderson Grain Co. has been equipped with lightning rods.

Garden Plain, Kan.—We are considering the installation of an air truck lift.—Farmers Elvtr. Co.

Emporia, Kan.—The new warehouse being built by the Lord Grain Co. is nearing completion.

Fowler, Kan.—R. E. Himes has succeeded F. G. Beighle as mgr. of the Kansas Flour Mills Corp.

Salina, Kan.—The Shellabarger Mill & Elvtr. Co. contemplates installing new power equipment.

Harper, Kan.—We intend to handle coal as a side line a little later on in the season.—Harper Flour Mills.

Viola, Kan.—A smut treating machine is being installed by the Viola Grain Co.—W. H. Dobbin, mgr.

Baxter Springs, Kan.—The Stauffer-Cammack Grain Co. is installing a large Sidney Combined Sheller and Boot.

Langdon, Kan.—We are installing a smut treating machine and grader of large type.—Langdon Co-op. Co.

Danville, Kan.—We installed a Kewanee Pneumatic Truck Lift recently.—F. E. Botkin, W. L. Botkin & Son.

Barnard, Kan.—The Morrison Grain Co. suffered a small fire loss on Aug. 7 when fire was started at the drive shaft.

Ashland, Kan.—Wallingford Bros. have equipped their plants at this station, Acres and Sitka with lightning rods.

Ft. Scott, Kan.—The Brooks Co. has awarded a contract for the erection of a grain elvtr. here to the Star Engineering Co.

Troy, Kan.—The feed and storeroom of the Whittaker Grain Co. was broken into recently and a quantity of feed stolen.

Ashland, Kan.—The houses of F. M. Mead at this station, Mead, Gardner and Acres, have been equipped with lightning rods.

Hugoton, Kan.—We have installed a 15-ton Fairbanks Truck Dial Scale.—L. O. Webb, sec'y-mgr., Farmers Grain & Supply Co.

Marysville, Kan.—The Excelsior Flour Mills has moved its sales and administration offices to the Board of Trade Bldg., Kansas City, Mo.

Norwich, Kan.—We recently completed equipping our houses here and at Belmont with copper wire for lightning protection.—M. Bartlett, Bartlett Grain Co.

Corwin, Kan.—We just installed a smut treating machine and a small 1½-h.p. gasoline engine to run it.—H. E. Hartshorn, mgr. Farmers Co-op. Business Ass'n.

Clifton, Kan.—The Caywood plant was taken over by G. W. Buns & Son, J. P. Coates Grain Co. and the Farmers Union Grain & Live Stock Ass'n.—J. P. Coates Grain Co.

Goddard, Kan.—We have installed an electrically operated machine for treating smutty seed wheat with copper carbonate. So far this season it has been kept busy.—L. A. Adler.

Stafford, Kan.—The elvtr. that was sold by the Walnut Creek Mfg. Co. was purchased by George Gano of Hutchinson and is now operated as the Geo. E. Gano Grain Co. with R. P. Krum as local mgr.

Garden City, Kan.—M. H. Hurd, owner of a 120-bbl. mill at Belpre, has submitted a proposal to sell capital stock here and if successful will move the mill to this station and increase its output. He plans to capitalize at \$70,000.

Hutchinson, Kan.—W. B. Madaus of Anthony, Kan., has accepted a position as ass't to P. H. Baum, sec'y and treas. of the Wm. Kelly Mfg. Co. Mr. Baum succeeds Arthur S. Cain as gen. sales mgr. of the company.

Burrton, Kan.—The Buhler Mill & Elvtr. Co. of Buhler, Kan., will resume operations at the mill which it recently bought here. The plant has a capacity of about 250 bbls. and was bought principally for a wheat buying station.

Laird, Kan.—We have remodeled our elvtr. which we bought from the Kansas Grain Co. last year. We have installed a Kewanee Truck Lift, new leg and Fairbanks Engine.—Fred Howard, mgr., Farmers Co-op. Grain & Supply Co.

Hazelton, Kan.—J. W. Lukens, formerly mgr. of the Arkansas City Mfg. Co. at Hardtner, is the new mgr. of the Hazelton Co-op. Ass'n. He replaces Frank Wright, who temporarily acted as mgr. following Wm. Pfaff.—Hazelton Co-op. Ass'n.

Great Bend, Kan.—The Farmers Grain & Supply Co. has added a line of copper carbonate wheat treating machines to its side issues. It has a machine on demonstration which has a volume of 40 bus. per hour and may be operated either by hand or power.

Anthony, Kan.—We are installing a combination cleaning and smut treating machine to aid in making the seed wheat of our farmers pure. A small bin is being constructed to hold treated wheat worked with copper carbonate ahead of demand.—A. E. Deere, mgr. Anthony Farmers Co-op. Elvtr.



## KENTUCKY

Louisville, Ky.—Our hay shed, which was recently damaged by fire, has been repaired.—C. P. Dodd Co.

Louisville, Ky.—Thieves recently broke into the safe of Ross & Zeitz but failed to enter the container, which contained about \$800.

Henderson, Ky.—The Henderson Elvtr. Co. has replaced its elvtr., which was destroyed by a tornado several months ago, with a 10,000-bu. house.

Louisville, Ky.—Mrs. Anna Fritts Thomson, aged 56 years, wife of W. A. Thomson, head of W. A. Thomson & Co., died recently. Besides her husband, one son survives.

Mt. Sterling, Ky.—James E. Gay has bought out the interest of his partner, Will E. Jones, in the firm of Gay & Jones and will operate the business under the name of the Gay Feed & Grain Co.

## LOUISIANA

New Orleans, La.—John T. Gibbons is confined to his home by illness.

Lake Charles, La.—The elvtr. of the Lake Charles Feed Co. was damaged by fire on Aug. 7, about 6:15 p. m. Lightning is believed to have started the fire.

## MARYLAND

Linwood, Md.—The Linwood Elvtr. Co. incorporated; capital stock, \$50,000; incorporators, Christian M. Horst of Hagerstown, Clarence E. Miller and Leo H. Miller.

Baltimore, Md.—Following the appeal by the Northern Central Railway Co. to the Maryland State Tax Commission some months ago, asking a reduction in the tax assessment levied on the export grain elvtr. of the company at Canton, the Commission has granted a reduction of \$447,500 in the 1926 assessment. In its appeal the railroad company contended that the tax assessment by the Appeal Tax Court was based on the high cost of building the elvtr. which was constructed during the World War when a bonus charge was involved in the cost of labor.

## MICHIGAN

Fountain, Mich.—B. F. Brunke has painted his main office bldg. and erected new signs on both grain elvtr. and potato houses.

Vestaburg, Mich.—Dafe Manley succeeded Henry Ginter as mgr. of the elvtr. of the Michigan Bean Co. here, Mr. Ginter being transferred to Midland.

Cone (Milan p. o.), Mich.—We bought the elvtr. of John Davison & Sons, moved it from the ground, and built a new 10,000-bu. elvtr. and warehouse to replace it.—Karner Bros. & Keinath.

Bad Axe, Mich.—A. R. Thomas, mgr. of the Elvtr. & Produce Co. and the Huron Valley Mills here, and also mgr. of the grain and bean elvtrs. at Tyre and Palms, has resigned his position.

Jackson, Mich.—Ansel G. Walker, veteran grain dealer, died at his home here, aged 87. Mr. Walker started in the grain business here in partnership with the late Richard Waldron and was active in this work until ten years ago.

Owosso, Mich.—After weeks of preparation, which included the practical rebuilding of the interior of the former Armour plant, the Lewellyn Bean Co. started to receive grain on Aug. 9. A building to house a Hess drier of 1,000 bus. capacity will be erected later in the season.

Battle Creek, Mich.—The Kellogg Co. has let the contract to the Jno. S. Metcalf Co. for a reinforced concrete elvtr. with 11 cylindrical storage bins with track shed and 4 receiving pits. The house will be equipped with two 36-inch receiving and two 36-inch shipping belts, also two belts under track sheds, two separators, a Humphrey Manlift and 18 motors. The plant will have storage room for 600,000 bus.

## MINNESOTA

Duluth, Minn.—The McGuire-Haley Co. closed its business on Aug. 1.

Argyle, Minn.—The Farmers & Merchants Elvtr. Co. will install a new cleaner.

Canby, Minn.—The Erickson Elvtr. Co. has installed a new attrition mill in its plant.

Welcome, Minn.—We have just finished painting our elvtr.—Welcome Farmers Elvtr. Co.

Duluth, Minn.—E. K. Staples was reappointed a member of the state board of grain appeals.

Barnesville, Minn.—The Community Flour Mill was badly damaged by fire with a loss of \$7,000.

Taopi, Minn.—Terrence Linnihan of Matawan is the new mgr. of the Hunting Elvtr. Co. s elvtr. here.

Winona, Minn.—We have made several changes in our elvtr. here.—Froedtert Grain & Malting Co.

Duluth, Minn.—We opened our office here on Aug. 1, with F. B. Getchell as mgr.—Getchell, Tanton Co.

Taunton, Minn.—The Taunton Co-op. Elvtr. Co. recently installed a new enclosed ventilated motor.

Ogilvie, Minn.—Henry Neimann has started the construction of a 6,000-bu. elvtr. adjoining his feed mill.

Parkers Prairie, Minn.—J. D. Franklin of Douglas, N. D., was elected mgr. of the Farmers Equity Elvtr.

Iona, Minn.—J. J. Garry purchased the elvtrs. of Rathlisberger Bros. and is doing considerable remodeling.

Vawter (Genola p. o.), Minn.—Anton Johnson of Kenington is the new mgr. of the L. B. Poppleston elvtr.

Lowry, Minn.—The Lowry Farmers Elvtr. Ass'n is installing a new dump, manlift, disc cleaner and new electric power.

Luverne, Minn.—Hubbard & Palmer Co. has installed a truck dump and electric power and has built a new office and feed room.

Montevideo, Minn.—The A. S. & E. Co-op. Elvtr. & Trading Co. is having the T. E. Ibber-son Co. make repairs and improvements to its plant.

Hope, Minn.—The Speltz Grain & Coal Co. is having plans prepared for the new elvtr. and feed grinding mill which it will erect on the site of the house which burned last spring.

Ada, Minn.—The Ada Mfg. Co. has purchased the elvtr. and coal sheds of the Norman County Farmers Elvtr. Co. The new owners will use the elvtr. principally for the storing of grain.

Matawan, Minn.—Clayton Martinson of New Richland has succeeded Terrence Linnihan as second man at the Hunting Elvtr. Co.'s elvtr. here. Mr. Linnihan has taken charge of the company's elvtr. at Taopi.

Marshall, Minn.—The Marshall Elvtr. & Mfg. Co. has remodeled its Great Northern Elvtr., building a new office, and installing new scale and dump. V. B. Tubbs succeeded F. H. Colby, who died several months ago, as mgr.

Henning, Minn.—We have made extensive improvements to our plant, including the installation of a manlift and Strong-Scott Dump. We built a new driveway and repainted the house.—A. C. Anderson, mgr., Henning Grain Co.

Douglas, Minn.—I opened the elvtr. formerly operated by Louis Hanson & Co. under the name of the Kellogg Commission Co. I have full management and run an 18-inch feed mill in connection with the elvtr.—Vern E. Kunz.

Duluth, Minn.—Application has been posted for the transfer of the membership of the late W. F. Converse in the Board of Trade to Paul K. Corcoran; the membership of E. J. Morris to J. K. Cook, and of the membership of A. A. Jewett to James J. McAuliffe.

Karlstad, Minn.—At a meeting of the stockholders of the Farmers Elvtr. Co. it was decided to build a new elvtr. and plans are already under way to commence building operations in the near future. Considerable stock has already been sold.

Brown Valley, Minn.—The Cargill Elvtr. Co. has bought the elvtr. of EH Salyards Co. and has moved it to adjoin its present elvtr. The elvtr. is being made higher and two Globe Dumps, one 10-ton Fairbanks-Morse Scale and two 6-ton Fairbanks Scales will be installed.

## MINNEAPOLIS LETTER.

The Crown Elvtr. Co., Inc., incorporated; capital stock, \$100,000; incorporators, F. P. Wheeler, et al.

R. W. Kirkpatrick, formerly mgr. of the Farmers Elvtr. at Velva, N. D., is now representative for the Mill Mutual Insurance Co. in northern North Dakota.

A compromise offer by shippers to pay \$4 per car for the privilege of sampling grain cars at Glenwood, Thief River Falls, Staples, Willmar, Grass Lake and Sandstone has been accepted by the railroads, and the sampling privilege has been continued.

After being inactive for four years, the State Grain Employees Ass'n, composed of employes of state grain departments, was reorganized with the following officers: Bert Cork, pres.; Sam DeLappe, v. p.; Harry M. Case, sec'y, and Frank L. Brant, treas.

## MISSOURI

Swinton, Mo.—A feed mill operated by the Brewster Bros. Mercantile Co. was burned recently.

Butler, Mo.—The Butler Elvtr. in West Butler, owned by Bryant & McDaniels, was destroyed by fire.

Levasy, Mo.—We are installing a Monarch Rotary Steel Corn Cutter, hammer mill and a batch feed mixer.—Levasy Elvtr. Co.

Clearmont, Mo.—The firm of Guy C. Clary has changed its name to the Clearmont Elvtr. Co., Guy C. Clary, mgr.—Guy C. Clary.

Ladonia, Mo.—The Derrick Mill, which burned several months ago, has been rebuilt and is now open for business.—P. J. P.

Jamesport, Mo.—The M. F. A. has bought the elvtr. of the Jamesport elvtr. of the old Commercial bank and will operate as soon as organization plans are perfected.

Carthage, Mo.—The Hodgson-Cauthorn Grain Co. of Kansas City, which established a branch office here six months ago, has closed the office, consolidating it with its office at Atchison, Kan.

Marshfield, Mo.—The interest of John Hosmer in the Marshfield Mfg. Co. has been acquired by John Foster and the company is now entirely owned by the Foster Estate and Mr. Foster.

Palemon (Norborne p. o.), Mo.—The elvtr. of the Farmers Co-op. Co. was struck by lightning on Aug. 13 and was totally destroyed by the fire which followed, together with 10,000 bus. of wheat. Loss covered by insurance.—P. J. P.

## KANSAS CITY LETTER.

Geo. A. Aylsworth has been elected to membership in the Board of Trade.

The Excelsior Flour Mills of Marysville, Kan., has moved its sales and administration offices to the Board of Trade Bldg., this city.

The Larabee Flour Mills Co. incorporated to buy, sell and deal in agricultural products and to own and operate flour mills. Capital, Kansas, 20,000 shares of no par value; Kansas City, Mo., \$211,550.35.

The Board of Trade has appointed J. W. Holloway as asst't to W. R. Scott, transportation commissioner and sec'y of the exchange. Mr. Holloway was formerly transportation commissioner of the St. Joseph Grain Exchange, and succeeds E. H. Tipton who has become traffic mgr. of the Larabee Flour Mills Co.

The name of the cash sales adjustment com'te of the Board of Trade has been changed to the wheat cash sales adjustment com'te and a new standing com'te has been created to be known as the coarse grain cash sales adjustment com'te. This com'te will be composed of members experienced in the marketing of the respective kinds of grain.

## ST. LOUIS LETTER.

The memberships of Geo. A. Adams and H. O. Blackwood in the Merchants Exchange have been posted for sale.

The Mississippi Valley Elvtr., owned by the late H. W. Sebastian and which has been idle for some time, has been purchased by the Ralston Purina Co. The house has a capacity of 1,500,000 bus. and extensive improvements will be made.

H. A. Von Rump, who for the past 25 years has been actively engaged in the grain business here, discontinued business on Aug. 1. Mr. Von Rump began his grain career with the P. P. Williams Grain Co. He was later for years with Seele Bros. and for the past ten years was in business on his own account. He was a member of the Chicago Board of Trade and one of the largest receivers of coarse grain in the St. Louis market. After a month's vacation Mr. Von Rump will be associated with the Dixie Mills in the purchasing dept. Mr. W. B. Christain, who has been with the Von Rump Grain Co., will be in charge of the J. C. Shaffer wire, previously operated by the Von Rump Grain Co.

## MONTANA

Sidney, Mont.—The elvtr. of the Occident Elvtr. Co. has been closed.

Outlook, Mont.—The Ely Harris Grain Co. has installed a dump in its elvtr.



Verona, Mont.—J. W. Barnett of Lewistown is the new mgr. of an elvtr. here.

McCabe, Mont.—The Farmers Elvtr. is installing a 10-h.p. Fairbanks-Morse Motor.

Wheat Basin, Mont.—A. R. Holton succeeded Emil Reiner as agt. of the Occident Elvtr. Co. here.

Jefferson Island, Mont.—The elvtr. of the Gary Hay & Grain Co. here has been leased by E. L. Finch.

Scobey, Mont.—Smith & Ames of Minnesota have bought the flour mill and elvtr. formerly owned by the Smith-Tyner Co.

Twin Bridges, Mont.—The State Elvtr. Co. has purchased the elvtr. here from August Schwachheim and George Paulson.

Roy, Mont.—The elvtr. of the Roy Farmers Elvtr. Co., which burned recently, has not been rebuilt to date.—Montana Elvtr. Co.

Rosebud, Mont.—Snell Bros. of Miles City have purchased the elvtr. of the Rosebud Mercantile Co. and have taken possession.

Molt, Mont.—Gus Hosefelt, who has operated the Occident Elvtr. Co.'s elvtr. for the past two years, has again accepted the position as mgr.

Ballantine, Mont.—I have been transferred to this station from Wheat Basin, succeeding R. A. Mitchell.—Emil Reiner, mgr., Occident Elvtr. Co.

Butte, Mont.—James O'Leary of Anaconda has purchased the Standard Mill Flour & Feed Co. and will make extensive improvements to the plant.

Wolf Point, Mont.—A new foundation and other repairs are being made on the Montana & Dakota Elvtr. Co.'s elvtr. T. E. Ibberson Co. is doing the work.

Scobey, Mont.—The Winter-Truesdell-Diercks Elvtr. Co. is having its elvtr. wrecked and it will be moved and rebuilt at Peerless, Mont. T. E. Ibberson Co. is doing the work.

Wolf Point, Mont.—The Equity Co-op. Ass'n is having a Hinckley Head Drive installed in addition to other improvements to its plant. T. E. Ibberson Co. is doing the work.

Townsend, Mont.—C. A. Walsh, formerly mgr. of the Montana Flour Mills at Bozeman, has leased the elvtr. here owned by the Gary Hay & Grain Co., and will operate in connection with elvtr. he recently took over at Bozeman.

Dillon, Mont.—The mill and elvtr. of the Beaverhead Mfg. & Elvtr. Co. was destroyed by fire on Aug. 5, with a loss of over \$75,000. About 8,500 bus. of wheat were stored in the elvtr., 250 100-lb. sacks of flour and a quantity of bran.

Bozeman, Mont.—I am doing business under the name of the Walsh Grain Co., handling grain, feed, hay and coal, doing a storage business as a regular bonded warehouse, and operating an 80,000-bu. grain elvtr. Have not incorporated.—L. C. Walsh, formerly mgr. of the Montana Flour Mills Co.

## NEBRASKA

Madrid, Neb.—John Purnell has resigned as mgr. of the Conley-Ross Elvtr. Co.

Haigler, Neb.—The Haigler Equity Exchange is installing a grain cleaner in its elvtr.

Haigler, Neb.—The Haigler Roller Mills suffered a \$1,200 loss by fire, covered by insurance.

Fremont, Neb.—The Fremont Mills has been organized to take over the Brown Mfg. Co.'s plant here.

Sutherland, Neb.—The E. F. Leflang Elvtr. has been leased by R. I. Shappell, who opened for business Aug. 1.

Randolph, Neb.—E. O. Doak of Schaller, S. D., has been selected as agt. for the J. J. Mullaney Elvtr. Co.

Farnam, Neb.—J. J. Gish has resigned his position as mgr. of the Seldomridge Grain Co., and Neil Garven succeeds him.

Shelton, Neb.—The Grange Elvtr. is not being operated. H. F. Allison is using the office and is purchasing produce of all kinds.

Seward City, Neb.—Operations were started at the recently remodeled Seward City Mills, and J. A. Emerson has been employed as supt.

Omaha, Neb.—The Trans-Mississippi Grain Co. has purchased the old elvtr. of Merriam & Millard which it has been operating under lease.

Hubbell, Neb.—G. E. Vining, formerly of Mahaska, Kan., is the new mgr. of the Farmers Elvtr. Co., succeeding Walter Hogue, who died recently.—Farmers Elvtr. Co.

Hastings, Neb.—The Hastings Mills Co. will erect an addition to its plant, also a 50,000-bu. concrete elvtr. This plant is a unit of the Nebraska Consolidated Mills Co. of Omaha.

Doniphan, Neb.—Henry Rohling bought the machinery of the flour mill belonging to the Redman Grain Co. and is making flour. The Redman Grain Co. retained the elvtr. and mill room.

Omaha, Neb.—E. W. Taylor was elected pres. of the Nye-Schneider-Fowler Co. Other officers are: H. A. Scandrett, v. p., and L. J. Thurn, sec'y-treas. The operating division of the company is known as the Nye & Jenks Grain Co., with headquarters here and in Chicago.

Nebraska City, Neb.—The Duff Grain Co.'s elvtr. has been damaged by two fires in one week. Grain that was damaged in the fire which destroyed the elvtr. of the Trans-Mississippi Grain Co. at Council Bluffs, Ia., several months ago was being cleaned in the Duff Grain Co.'s elvtr. and became heated, causing fire.

Lincoln, Neb.—Nebraska's Better Crop Special, devoted to crop improvements generally and to the elimination of smut from wheat particularly, left here on Aug. 9 for a two weeks' tour of the state. Exhibit cars furnished by the extension department of the State College of Agri., were hooked onto the train. Lectures on planting and raising various crops especially suited to the localities to be visited by the train in its tour were given by experts.

## NEW ENGLAND

New Hartford, Conn.—Geo. W. Case has sold his grain and lbr. business to M. D. Leonard of Boston.—S.

Chelsea, Mass.—The elvtr. of Krenzman Bros. was damaged by fire with \$15,000 loss. It will be rebuilt at once.—S.

Leominster, Mass.—Ernest H. Russell, aged 49, for 14 years mgr. of the retail dept. of the Cushing Grain Co., died at his home here after a brief illness. His widow and daughter survive.—S.

Portland, Me.—The New England Grain Co.'s elvtr. on Brown's Wharf was burned Aug. 10. Loss, \$100,000. The company has opened temporary quarters on Union Wharf until the construction of a new elvtr.—S.

Rockdale, Mass.—Arthur W. Forbes of New Haven, Conn., has leased the mill of the Platt-Barnes Co. and will use it as a grain warehouse. The old office building has been remodeled into a cottage for the agt.—S.

Boston, Mass.—A meeting of the members of the Grain & Flour Exchange was held on Aug. 3 for the purpose of considering the proposition offered by the Chamber of Commerce to buy its building, which it leased to the Exchange. At the meeting it was decided that the Exchange was not in a position to purchase the building.

Springfield, Mass.—The flour and grain warehouse of the H. C. Puffer Co. was demolished on Aug. 15 when 15 runaway freight cars broke loose from an eastbound Boston & Albany freight train, sped down grade for nearly a half a mile and crashed into four cinder cars, sending them flying through the walls of the house.

## NEW YORK

New York, N. Y.—Memberships on the Produce Exchange are selling at \$3,900, compared with the last sale of \$3,750.

New York, N. Y.—Suit has been brot against the members of the defunct firm of E. W. Wagner & Co. by Richard A. Rowland to recover \$400,000 damages for unlawful conversion of securities. The defendants are Frank Donaldson, Chas. A. Johnson and Ernest W. Tietgens, and Clark, Childs & Co., the latter firm being charged with assisting in the scheme.

New York, N. Y.—The following have been admitted to membership in the Produce Exchange: Edward W. G. Borer, Edgar W. S. Knudsen, Wm. J. Melady, Clark H. Sparks, Henry E. Walker, Edward P. Bultman, Arthur F. Eastman and O. E. Martin. The following have been admitted to associate membership: Paul H. Brangs, J. Carroll Fahey, Robert C. Herd, Wm. H. Johnson, Bertram H. Kleiner, Ludwig H. Leisner, John McKinley and Francis H. Robinson, Jr. The firms which were admitted to membership in the Grain Clearing Corp. are: Dreyfuss, Louis & Co., Canada Atlantic Grain Export Co., Continental Grain Co., Earle & Stoddart, Robinson & Sweet and Williams, Geer & Co.

Oswego, N. Y.—All but five employes of the New York State Grain Elvtr. were laid off by T. F. Farrell, commissioner of canals and waterways, because of lack of business. The elvtr. will be operated on part time until early in Sept. when the movement of grain over the Great Lakes route via the Welland Canal will increase. The installation of a new grain drier in this elvtr. is being considered.

## NORTH DAKOTA

Niagara, N. D.—The Niagara Elvtr. Co. is installing a dump.

Raleigh, N. D.—The Raleigh Grain Co. has painted its elvtr.

Hazen, N. D.—The Hazen Grain Co. is having its elvtr. painted.

Killdeer, N. D.—The Davidson Grain Co. has had its elvtr. painted.

Ryder, N. D.—The Ryder Grain Co. has installed a new cleaner.

Armourdale, N. D.—The Farmers Elvtr. Co. is having a dump installed.

Brocket, N. D.—The Equity Elvtr. & Trading Co. is installing a new dump.

Cando, N. D.—The Farmers Co-op. Elvtr. Co. is installing a dump in its elvtr.

Thorne, N. D.—The Farmers Grain Elvtr. Co. has installed a dump in its elvtr.

Minot, N. D.—Harmon's Cash Feed & Fuel Store had its elvtr. and sheds painted.

Minot, N. D.—Chas. Holm is second man with the Minot Farmers Co-op. Grain Ass'n.

Hamberg, N. D.—The Farmers Elvtr. Co. recently installed a door opener and closer.

Golden Valley, N. D.—The I. L. Berge Grain Co. is installing a dump in its elvtr. here.

Coulee, N. D.—The Coulee Farmers Elvtr. Co. recently had a dump installed in its elvtr.

Levant (Manvel p. o.), N. D.—The Levant Elvtr. Co. is installing a dump in its elvtr.

Berthold, N. D.—The Farmers Elvtr. Co. is installing a large Fairbanks Motor in its elvtr.

Crocus, N. D.—The Farmers Grain Co. of Devils Lake is having its elvtr. here repaired.

Towner, N. D.—The Farmers Elvtr. Co. is having a manlift installed and other repairs made.

Mortimer, N. D.—The J. C. Miller Elvtr. Co. recently completed a 50,000-bu. annex to its house.

Barney, N. D.—Stanley Jackson has sold his elvtr. here and at Mooreton to Leo Hammel of Chaffee.

Leonard, N. D.—The Farmers Elvtr. Co. contemplates the installation of a disc cleaner in its elvtr.

Ryder, N. D.—C. S. Opland has succeeded Mr. Wenzel as mgr. of the Minnesota Elvtr. Co.'s elvtr. here.

Benedict, N. D.—The Farmers Elvtr. Co. has put in new legs, new pits, new belts and made other repairs to its elvtr.

Crystal, N. D.—Ed Kalor, formerly agt. for the National Elvtr. Co. at Thompson, is agt. for the same company here.

Emerado, N. D.—The Emerado Farmers Elvtr. Co. is installing a dump as well as new boots, pits and making other repairs.

Rugby, N. D.—The Midland Grain Co. of Minneapolis has opened a branch office here with Marcus G. Smith in charge.

Emerado, N. D.—Robbers broke into the St. Anthony & Dakota Elvtr. and stole 40 gallons of gasoline and some blank checks.

Hope, N. D.—Olof Bjorke, former mgr. of the Blabon Farmers Elvtr. Co., assumed the management of the Hope Grain Co. on Aug. 1.

Juanita, N. D.—The Farmers Elvtr. Co. is installing a Richardson 8-bu. automatic scale in the cupola of its elvtr.—Minnesota Elvtr. Co.

Litchville, N. D.—The Litchville Fuel & Grain Co. has built a new coal shed. An unloading conveyor will be operated electrically, using a 3-h.p. motor.

Wildrose, N. D.—The Winter-Tuesdell-Diercks Elvtr. Co.'s elvtr. at this place is undergoing changes and repairs. T. E. Ibberson Co. is doing the work.

Fargo, N. D.—A three-story addition is being built by the Interstate Seed & Grain Co. adjoining its present building. New equipment will be installed in the plant.



Sanborn, N. D.—The Sanborn Grain Co. has made extensive repairs to its elvtr., including a new pit, installation of individual motors for the machinery, and a new coat of paint.

Page, N. D.—The Page Co-op. Grain Co. and the old Page Farmers Elvtr. have merged their interests and will operate under the name of the Page Elvtr. Co. Giles Appel is mgr.

White Earth, N. D.—A. Grinder, formerly mgr. of the Rising Farmers Co-op. Elvtr. Co. at Rising Siding, has purchased the old Farmers Elvtr. here and will operate as an independent.

Harvey, N. D.—John Faul has purchased half interest in the elvtr. formerly owned by the Schulz Grain Co. He will be connected with D. Raugust and the firm name will be Raugust & Faul.

Fessenden, N. D.—T. W. Crissman, for the last 31 years buyer for the Osborn-McMillan Elvtr. Co. here, has retired from the grain business, and will be succeeded by C. R. Bietz of Berwick.

Rising Siding (Deering p. o.), N. D.—Mr. Swanson of Newberg has succeeded A. Grinder as mgr. of the Rising Farmers Co-op. Elvtr. Co., Mr. Grinder having purchased an elvtr. at White Earth.

Rawson, N. D.—The Farmers Elvtr. Co. has had two Hinckley Drives with 7½-h.p. Fairbanks-Morse Motors installed, and motors put on its cleaner and dockage tester. The plant was completely rewired for lights.

Velva, N. D.—R. W. Kirkpatrick, formerly mgr. of the Farmers Elvtr., has resigned to accept a position with the Mill Mutual Insurance Co. of Minneapolis. He will be their representative for the northern half of North Dakota.

## OHIO

Bucyrus, O.—Ziegler & Schultz are installing a Sidney Manlift.

Sabina, O.—W. D. Rapp & Son are installing a large Sidney Corn Sheller.

Cavette, O.—The Cavette Equity Exchange is installing a large Sidney Combined Sheller.

Bradford, O.—S. M. Loxley & Son have installed a Sidney Sheller and Combination Cleaner.

Okolona, O.—The Okolona Grain Co. has purchased a coal unloader from the Sidney Grain Mchry. Co.

Mineral Ridge, O.—Henry Houk of Ohltown and Joseph Reynolds of Niles will erect a flour and feed mill here.

Van Wert, O.—The Osborn Feed Co. is installing a Sidney Sheller and also a large motor driven feed grinder.

Loudonville, O.—The Loudonville Equity Exchange is installing a Sidney Manlift as well as new corn cracker.

Brookville, O.—J. F. Stewart is installing complete transmission equipment furnished by the Sidney Grain Mchry. Co.

Haviland, O.—The Gilliland Grain Co. is installing new cleaning equipment furnished by the Sidney Grain Mchry. Co.

Norwalk, O.—The F. A. Jenkins Co. will henceforth be known as The Jenkins Co. There will be no change in management.

Dodson (Brookville p. o.), O.—I contemplate installing an electric driven hammer mill in the elvtr. which I recently purchased here.

Waynesville, O.—The Waynesville Farmers Exchange is having the Sidney Grain Mchry. Co. install new transmission equipment.

Payne, O.—The Payne Equity Exchange is having the Sidney Grain Mchry. Co. install transmission and other equipment for feed grinder.

Columbus, O.—The firm of Koons & Monahan has dissolved. T. J. Monahan will continue in the hay business, operating as the Monahan Hay Co.

Rocky Ridge, O.—Louis Schmunk, formerly mgr. of the Antwerp Equity Exchange, Antwerp, O., is now mgr. of the Ottawa County Co-op. Co. here.

Toledo, O.—The elvtr. of the Central Grain Co. was sold on Aug. 17 at trustee's sale to Edgar W. Thierwechter of Emery Thierwechter Co., Oak Harbor, Ohio.

Trotwood, O.—The Trotwood Farmers Exchange has purchased a Munson Motor Driven Attrition Mill as well as corn cracker and elvtrs. from the Sidney Grain Mchry. Co.

Toledo, O.—Roy V. Parsons, ass't sec'y of the Produce Exchange, was accidentally killed on Aug. 14 when the automobile which he was driving was either forced off the road or swerved off.

Versailles, O.—An electric motor burnout in the elvtr. of Frankman & Gephart was the cause of a small loss on Aug. 5. The motor was enclosed, thereby probably preventing a severe loss, for the damage was confined to the enclosure.

Antwerp, O.—Louis Schmunk, mgr. of the Antwerp Equity Exchange, has resigned to become mgr. of the Ottawa County Co-op. Co. with plants at Rocky Ridge, Curtice and Graytown, O. He is succeeded here by his brother, Pete Schmunk.

Tontogany, O.—The Royce & Coon Grain Co. is having C. W. Franklin erect a 100,000-bu. transfer, storage and country elvtr. Two steel tanks with a capacity of 72,000 bus. have already been completed. The working house will have a capacity of about 15,000 bus. The elvtr. will be equipped with Sidney machinery thru-out.

## OKLAHOMA

Hitchcock, Okla.—We are contemplating installing a new hammer mill grinder.—Farmers Grain Co.

Hennessey, Okla.—The Oklahoma Mill Co. has leased the Farmers Elvtr., and Walt Fleming is mgr. of both elvtrs.

Tipton, Okla.—The R. M. Newsom Grain Co. has been admitted to membership in the Oklahoma Grain Dealers Ass'n.

Aline, Okla.—We plan construction of additional warehouse space.—S. B. Philips, mgr., Homebuilders Shipping Ass'n.

Meno, Okla.—We plan to add flour and feed soon as sidelines to our grain business.—P. B. Unruh, mgr., Farmers Elvtr. Co.

Deer Creek, Okla.—Spontaneous combustion in binding twine resulted in a small loss to the Deer Creek Wheat Growers Ass'n on July 10.

Ashley (Ingersoll p. o.), Okla.—We plan to ironclad our elvtr. and make other improvements this fall.—Lester McKee, mgr., Farmers Grain, Lumber & Coal Co.

Longdale, Okla.—We expect to build a large warehouse, probably iron-clad, in which to handle a larger stock of flour and feed.—M. G. Raymond, agt., W. B. Johnston.

Grandfield, Okla.—The Wichita Elvtr. Co., the Grandfield Elvtr. Co. and the Farmers Co-op. Elvtr. Co. have ordered a combined grader and smut dusting machine for seed wheat. The seed wheat will be treated with copper carbonate for the control of the smut.

Ringwood, Okla.—On Aug. 1, the Blackwell Mill & Elvtr. Co., of Blackwell, leased and took active management of the 14,000-bu. elvtr. of the Farmers Elvtr. Co. here. By way of improvement it plans the installation of a truck dump. For the present F. C. Dymock is mgr.

Boise City, Okla.—D. T. Wadley of Texhoma, who is at the head of the Boise City Grain Co., has begun the erection of an 18,000-bu. elvtr. on the site previously occupied by the office. He will also erect a large warehouse for grains and feed. J. H. Andress is mgr. of the company.

Enid, Okla.—The 550,000-bu. reinforced concrete elvtr. being constructed by the Jones-Hettelsater Constr. Co. for the Southwest Terminal Elvtr. Co. is nearly completed and will be in operation by Sept. 1. The death of Jno. Maney, sec'y-treas., will in no way interfere with completion of the project.

El Reno, Okla.—John Maney, aged 56 years, died after a week's illness with acute intestinal trouble at the Enid Hospital, Enid, Okla., on Aug. 15. Mr. Maney was sec'y as well as gen. mgr. of the Canadian Mill & Elvtr. Co., sec'y of the Enid Mig. Co., v. p. of the Maney Mig. Co., and sec'y of the Southwest Terminal Elvtr. Co., now erecting wheat storage tanks of 500,000 bus. capacity at Enid. His widow survives.

## OREGON

Portland, Ore.—The Terminal Trading Co. of Seattle has opened an office here with C. W. Nelson in charge. The main office will be located in Portland hereafter. Mr. Thompson is in charge of the Seattle office.

## PENNSYLVANIA

McAlveys Fort, Pa.—E. H. Auman will build a new mill to replace the large grist mill which burned recently.

Philadelphia, Pa.—P. Donald Folwell of Merion, Pa., has been proposed for membership in the Commercial Exchange.

## SOUTH DAKOTA

Belle Fourche, S. D.—The Tri-State Mlg. Co. has remodeled its mill.

Sturgis, S. D.—The Tri-State Mlg. Co. has built a new elvtr. here.

White Rock, S. D.—The Farmers Elvtr. Co. is installing a new disc cleaner.

Frederick, S. D.—The Frederick Equity Exchange has installed lightning rods.

Lowry, S. D.—R. J. Schafer of Chelsea is the new mgr. of the Lowry Farmers Exchange Elvtr.

Huron, S. D.—John Longstaff was named trustee for the Huron Mlg. Co., bankrupt. The plant will be sold.

Astoria, S. D.—The Astoria Farmers Elvtr. is installing an enclosed ball-bearing motor and Hinckley head drive.

Geddes, S. D.—A tornado wrecked our corncrib and damaged our flour house and elvtr. on Aug. 15.—Farmers Co-op. Elvtr. Co.

Gayville, S. D.—Lars Olson bought the elvtr. of the Farmers Union at an auction sale on Aug. 14 and will operate it in connection with his lumber yard.

Lemmon, S. D.—E. J. Ziltz, for the past thirteen years mgr. of the Western Lbr. & Grain Co., has purchased the Empire Elvtr. The building will be overhauled and new cleaning machinery and feed mills installed.

Aberdeen, S. D.—Those at the head of the South Dakota Wheat Growers Ass'n announce that it is the hope of the South Dakota pool to acquire elvtrs. similar to the acquisition by the North Dakota Wheat Growers Ass'n in the development of the new all-grain pool marketing system.

## SOUTHEAST

Huntsville, Ala.—The Lyle Brokerage Co. is installing a corn sheller.

DeLand, Fla.—An addition is being built to the warehouse of the Red Star Grain & Feed Co. to take care of the feed dept.

## TENNESSEE

Union City, Tenn.—The Nailling Mill & Feed Co. is installing new machinery in its plant.

Sparta, Tenn.—Wind blew down the smokestack of the Sparta Mill Co. on July 22 and damaged roof of boiler house.

Memphis, Tenn.—Ben H. Williamson has severed his connection with M. G. Odeneal in the firm of B. H. Williamson & Co., and Mr. Odeneal will continue the business under the same name.

Nashville, Tenn.—G. P. Rose, engaged in business under the firm name of G. P. Rose & Co., died. The business has been taken over by G. P. Rose, Jr., a son of Mr. Rose, who for the past 20 years was engaged with his father in business.

## TEXAS

Moore, Tex.—W. E. Sorrells is building a corn elvtr.

Cleburne, Tex.—The old Pitmann Mills were destroyed by fire.

Vernon, Tex.—The warehouse of the Martin-Lane Feed Co. was burned with a loss of \$3,000.

Houston, Tex.—R. H. Bradbury is the new sec'y of the Merchants Exchange, succeeding B. F. Arnim.

Hereford, Tex.—The roof of the elvtr. of the Great West Mill & Elvtr. Co. was damaged by hail on June 3.

Waco, Tex.—Harry Stover, mgr. of the Waco Mill & Elvtr. Co., has been confined to his bed after an operation.

Farnsworth, Tex.—The elvtr. which was wrecked at Supply, Okla., is being rebuilt here by the Panhandle Grain Co.—L. L. Street.



Galveston, Tex.—The erection of another grain elvtr. at this port, with a capacity of 3,000,000 or 4,000,000 bus., is urged by Congressman Clay Stone Briggs.

Houston, Tex.—A three-story addition is being built to the elvtr. of Saint & Co., Inc. The addition is on the property recently acquired under terms of a 99-year lease.

Corsicana, Tex.—The warehouse of the Corsicana Grain & Feed Co. was burned recently with a quantity of hay and grain. Loss, \$6,000, partially covered by insurance.

Sherman, Tex.—W. L. Frank, chief grain inspector, is no longer with this Exchange, having been succeeded by R. L. Campbell.—R. L. Campbell, Sherman Grain & Cotton Exchange.

Ft. Worth, Tex.—The Ft. Worth Elvtrs. Co. is planning to double the capacity of its Katy Elvtr. by erecting a 1,750,000-bu. addition. It is understood the building will be completed this year.

Whitewright, Tex.—It is not likely that the 400-bbl. mill of the Kimbell Mfg. Co., which was destroyed by fire on Aug. 2, will be rebuilt. The company plans to build a mill adjoining its elvtr. at Ft. Worth.

## UTAH

Kaysville, Utah.—The Kaysville-Layton Mfg. Co. sustained a small fire loss on Aug. 2 which was caused by fire in bags.

## WASHINGTON

Kirkland, Wash.—The Todd Feed Co. is building a new warehouse.

Waukon, Wash.—The Farmers Independent Grain & Produce Co. has increased its capital stock from \$10,000 to \$20,000.

Oakesdale, Wash.—The Kelley Grain Co. of Pullman has purchased the Sokulk elvtr. from the National Bank of Oakesdale.

Sokulk (Oakesdale p. o.), Wash.—The Kelly Grain Co. of Pullman has bought the Sokulk Elvtr. from the National Bank of Oakesdale.—S. N. B.

Pomeroy, Wash.—At the annual meeting of the stockholders in the Pomeroy Flour Mills Co. recently the following officers were elected: J. W. Robinson, pres.; Frank Cardwell, v. p., and Vernon Robinson, sec'y-treas.—S. N. B.

Rockford, Wash.—We have replaced our warehouse, which recently burned, with a new house and have increased our capital stock from \$2,250 to \$5,000.—Geo. C. Pratt, mgr., Rockford Growers Warehouse Corp.

Pasco, Wash.—M. W. Hunt, pres. of the Pasco Grain & Mfg. Co., has sold his interest in the company to Engelbert Franz, owner of 50% of the stock of the company. Mr. Franz is pres. of the United States Bakery at Portland, Ore.

Ellensburg, Wash.—No plans have been made for the rebuilding of the flour mill of the Ellensburg Flour & Feed Co., owned by W. A. Shumaker and B. F. Reed, which burned recently. Temporary offices have been opened in the Olympia Block.

## WISCONSIN

Rice Lake, Wis.—Otto Egeberg has bought the business of A. J. Bull & Co.

Oconto Falls, Wis.—Alfred Prodell has assumed full charge of the Northern Mfg. Co.

Plymouth, Wis.—The warehouse of the J. H. Timm Co. was burned with a loss of \$30,000.

Fond du Lac, Wis.—R. H. Cameron of Newberry, Mich., has leased the west part of the Anderson warehouse and will conduct a wholesale flour, feed, fertilizer and grass seed business. The building is now being remodeled.

Green Bay, Wis.—Contract has been let by the Chicago & North Western Ry. Co. to Jas. Stewart & Co. for the construction of the elvtr. to be erected on the site of the old elvtr. of the Cargill Grain Co., as reported in this column Aug. 10. The house will be of reinforced concrete, comprising 10 tanks of 25 ft. inside diameter, having 404,000 bus. capacity. The track shed will have 4 receiving pits. The equipment will include 2 legs of 15,000 bus. capacity, 2 scales of 2,000 bus. capacity, car spouts and 2 dock spouts, besides 2 36-inch conveyor belts above and 2 below the storage tanks. It is hoped to have the work finished by Dec. 1.

## MILWAUKEE LETTER.

Milwaukee, Wis.—The August rate of interest on advances at the Chamber of Commerce has again been fixed at 6%.

Milwaukee, Wis.—Chas. Ray, who was pres. of the Chamber of Commerce in 1878, died at Pasadena, Cal., on Aug. 12, aged 91. Mr. Ray entered the grain trade here in 1866 and since 1915 has made his home in California.

Elvtr. "E" which is being rebuilt and has been leased to the Armour Grain Co., has been designated by the Chamber of Commerce as a registered storage house with a capacity of 800,000 bu. The Rialto and Kinnickinnic elvtrs., operated by Donahue-Stratton Co., have also been designated as registered warehouses, with a capacity of 1,000,000 bus. each, and as regular warehouses with a capacity of 200,000 bus. each.

## WYOMING

Upton, Wyo.—Gus Neuswanger of Alliance, Neb., has taken over the elvtr. at this station formerly operated by Davis Grain Co. C. C. Benne is mgr.

## Co-operation.

[ADDRESS BY H. E. WILSON, LANSING, BEFORE MICHIGAN HAY & GRAIN ASS'N, AUG. 19.]

There has never been a time when co-operation seemed so necessary and so practical as now. It is one of the fundamental laws of all industrial, commercial, social and welfare activities.

Have we stopped to realize that civilization is in its very essence co-operation and our very existence has depended largely upon co-operation in its broader sense.

Co-operation is thoroughly democratic but many who fear socialism make the mistake of condemning unreservedly all co-operative methods and systems, but these same methods and systems may prove to be the strongest shield against socialism since the success of co-operation under private management will leave no room for enterprise conducted by the state.

Co-operation is, therefore, necessary, not as a combination for abuse in the control of prices and of production but one for positive public service which at the same time will enable men in combination to win economic advantages which they could not win as individuals.

Webster defines the term co-operation as follows: "The association of a number of persons for their common benefit, collective action in the pursuit of common well-being, especially in some industrial or business process."

"Co-operation may be among workers in production (called producers, or productive co-operation) where the workers have a voice in the control of the enterprise, as in the medieval guilds; or among consumers in the acquisition, protection or distribution of products (called consumers, consumptive or distributive co-operation). Consumers co-operation is mainly either between purchasers (called co-operative purchasers); between insurers, as in the case of mutual fire insurance companies (called co-operative insurance); or between borrowers and lenders of capital (called co-operative banking or banking co-operation) as in the case of building and loan associations. The term co-operation is often inaccurately applied to profit sharing."

In a pamphlet on co-operative organization written by G. A. O'Reilly, foreign trade representative of the Irving National Bank, we find the following remarks regarding the practical application of co-operation.

"In applying the lesson of co-operation, no serious change need take place in the things we have and value—no real equity need be disturbed—initiative and individual ambition must remain and develop—the distinction between the working values of different individuals in the machinery of the situation must not be disturbed. But there must be created and added to these a new spirit which will bring men and institutions together in a new relation that will give expression to possibilities inherent in the individual which we have not dreamed of in the past. We must revise many of our old points of view. Competition, for instance, will appear quite different from what we now recognize under that name. The true idea of a community of interest will come out. It will be realized that in a very considerable way it is not possible for any one American business man to be the competitor of any other American business man in the same sense in which he is the natural competitor of the business man of all other lands."

The first successful co-operative organization, according to history, was the Rochdale Pioneers organized in 1844 in Rochdale, England. This organization was very successful and is still in existence. Its first purpose was to better the wage scale of the working man but it was soon found that more could be accomplished toward

self help in bettering the condition of the community thru collective buying and co-operative distribution. From this early start we find successful co-operations among the socialists and modernists of Scandinavia. We find them well established in Germany, Austria-Hungary and in Western Russia. They are well and favorably known in France, Switzerland, Holland, Belgium and Italy. Denmark is known throughout the world for the most thorough application of co-operation where it started in 1880 and now prevades everything. Farmers own their own dairies, slaughterhouses, egg collecting societies, banks and all kinds of breeding and developing agencies. There are over two thousand co-operative retail stores in Denmark who in turn own factories, warehouses and distributing agencies covering nearly every commodity. In 1909 there were fifteen co-operative societies in Denmark for the purchase of grain, food supplies, seeds and fertilizers. The largest of these societies known as the Co-operative Feeding Stuff Society of Jutland is now doing an annual business of \$5,000,000.00 among a membership of 30,000.

In this country we find that co-operation also has a strong foothold and is progressing rapidly and successfully. The past twenty-five years has seen a vast growth of co-operative associational activities numbering into the thousands until even now there is scarcely an individual in our country who does not belong to at least one of them.

The Millers Mutual Fire Insurance Companies with whom most of you carry your insurance is one of the best examples of what can be accomplished by co-operation. The first mill mutual insurance company was organized in 1865 by a few men who were seeking relief from their high insurance rates. From this small start has grown an organization consisting of ten companies who have been able to give their policy holders insurance at a cost which has saved them more than 50% of their old rates. These companies have at the same time developed into some of the strongest financial institutions in their respective communities.

According to the Department of Agriculture, there are 12,000 co-operative marketing ass'ns in the United States at the present time doing an annual volume of business of approximately \$2,500,000,000.

A few of these co-operative associations are selfish and narrow but the great majority today recognize a responsibility to the public as well as to their own interests.

The most encouraging feature of this co-operative movement is in the educational value to its members. This feature has been very prominent since the first successful co-operation in Rochdale and is becoming a larger factor as the movement grows. W. M. Jardine, Secretary of Agriculture, makes the following remarks on this subject in a recent article published in one of the grain trade journals:

"Producers who are members of co-operative associations are gaining in a better understanding of their marketing problems and of the relationship which exists between marketing and production. They are beginning to follow the whole intricate process by which their products are placed in the hands of the consumer. By this method they are obtaining an appreciation of the consumer's needs, a better understanding of price factors and are therefore taking their first steps to produce the kinds and qualities of products which the market demands. This advance in knowledge enables them to understand more clearly what the co-operative organization can and can not accomplish. They are better able to judge of the service rendered by their officials and employees, to understand in what part favorable returns are due to efficient service or poor results to inefficiency. Consequently they are better fitted to select the proper men as directors and managers of their ass'ns."

Need Good Management.—Successful production and in a less degree successful distribution need a good boss or manager. Considerable intelligence is required in the membership of a co-operative organization to insure the proper selection of a manager and loyal support for him but this is being accomplished by the educational value of the ass'n itself. We can see a steady improvement in business ethics through the establishment of business codes and their enforcement by these ass'ns.

There has been a standardizing of dimensions, quality of goods and business practice but there are many more expensive wastes induced by destructive competition which should and can be eliminated by co-operative organization.

As Secretary of Commerce, Herbert Hoover, says:

"These associations represent a movement toward a more efficient, more ethical business practice and a better synchronizing of the parts of the economic machine resulting not only in greater economy in production and consumption but also eventuating in less costs to the consumer."

"We can make progress by co-operation and with every lift in the level of competition, self-government in business becomes stronger and competition no less preserved."



## An Improved Drive for Elevator Heads.

The Falk Corporation has introduced a new standardized line of Herringbone speed reducers especially adapted for driving the head pulleys of grain elevators. These equipments are made in a range of standard sizes from 25 to 200 h.p. The speed reducer is of the double reduction type compactly enclosed in an oil and dust tight housing and is furnished with a base plate which accommodates the motor.

The low speed shaft is extended to carry the head pulley and is supported at its outer end by a special Universal outboard bearing which can be readily adjusted in a vertical direction by means of a single jack screw.

A special feature of the reducer is the inclusion of a high speed back stop of the roller ratchet type which is attached to the first pinion shaft and is entirely enclosed within the housing of the speed reducer. This back stop is of special construction and revolves absolutely free when the elevator is in operation, but effectively prevents any backward movement of the head pulley. The operation of this back stop is not dependent on the commencement of a backward movement, consequently there is no jar or shock when it comes into use.

Another special feature is Falk-Bibby shock absorbing, flexible coupling, which is used for the connection between the motor and first pinion shaft.

The speed reducer is designed with a system of splash lubrication from a large volume of oil contained in the base of the unit, sufficient to operate for a year or more without any attention to lubrication. The unit is adapted for high motor speeds and these drives are standardized for 900 r.p.m. motor on all sizes from 75 h.p. to 200 h.p. Smaller sizes are usually furnished with motor at 1200 r.p.m. This is a decided advantage over slow speed motors on account of lower first cost and better power factor. The over-all mechanical efficiency of the complete drive averages 97%.

A wide-spread downward revision of freight rates on fertilizer and fertilizer materials in the south was decided upon by the I. C. C. on Aug. 17, rates to be placed in effect not later than Jan. 1, 1927. This decision follows a two-year investigation begun by the commission on its own motion. Maximum reasonable rates based on a distance scale were prescribed for standard lines, but certain smaller lines were allowed to make exceptions.

## Improved Harvesting Machinery Necessitates Better Elevator Facilities.

BY W. M. EARLE.

With the coming of the truck dump and large capacity legs we no longer have serious congestions at country elevators. Both trucks and wagons are quickly unloaded without scooping.

The use of freely discharging buckets, spaced close together on belt, and ample power with which to run a rapid handling leg, will permit keeping the sink clear of grain and enable the operator more quickly to handle different grades of grain which he wishes to keep in separate bins.

The use of combines in the Southwest, with the consequent speeding up of the movement during the harvesting period, is making it necessary for Southwestern elevator operators to plan repairs to their handling equipment with care. Enlarging receiving sinks and storage bins and increasing the elevating capacity expedites the handling of each customer's grain and hastens his departure for another load.

The combine has been proving an efficient means of harvesting. While certain faults seem apparent these are being gradually overcome with the development of improved types and greater efficiency on the part of users.

Most of the faults are offset by the advantages obtained. While combined wheat is inclined to shrink from 1 to 2 lbs. per bu. in weight it is claimed the machine will save at least two bushels per acre that with old time machines has shucked out in handling.

With the use of the improved combine and a tractor 50 acres of wheat can be harvested in a day with the employment of no more than 3 or 4 hands, besides truck drivers to haul the grain away. Where harvest time formerly meant hard work for the farmer's wife in cooking for shockers and harvest hands, it now causes a very light increase in her duties. The farmer is at the same time relieved of employment worries.

While the combine will never find popularity on any but the large tracts in the concentrated wheat producing territory it is a condition with which elevators in such sections will always have to contend. If they are to serve such producers efficiently they must provide rapid handling houses and sufficient side trackage to handle a number of cars.

A LIVE commission merchant will always get more for offgrade grain than the same buyer will bid the country for it, and his net to the shipper is never reduced by an unreasonable discount for poor quality. Some receivers always have each car resampled by an independent buro, and if grade is not right they call for reinspection before offering it for sale. They strive to get the top of the market for each shipment.

## Purchase and Sale Contracts

Is a double page form designed for recording contracts for the purchase and contracts for the sale of grain. Each kind of grain is entered on a page by itself so dealer may quickly total columns, and ascertain whether he is long or short.

The left hand pages are devoted to—Purchased; the column headings being: Date; From Whom; Bushels; Grade; Delivery; Price; By Whom; How; and Remarks. The right hand pages show—Sold, under which the following information is recorded: Date; To Whom; Bushels; Grade; Shipment; Price; By Whom; How; and Remarks.

The book is well printed and ruled on linen ledger paper, size 8½x14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$3.00.

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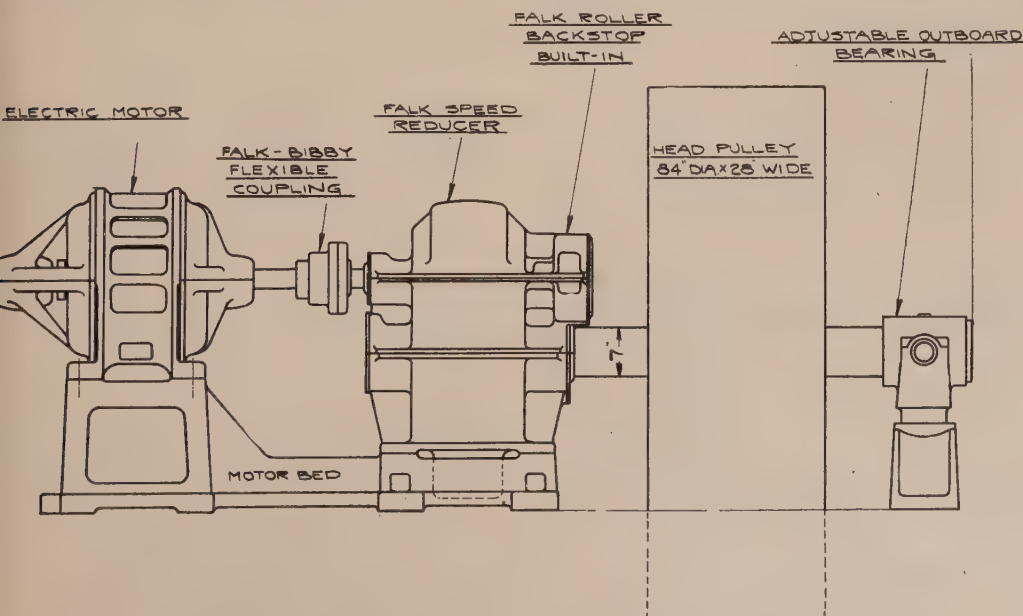
## Clark's Wagon Load Grain Tables

(ON CARDS)

show the reduction of any weight of grain from 100 to 4090 pounds by ten pound breaks, to bushels of 32, 48, 56, 60 70 and 72 pounds.

Six tables printed in two colors, on both sides of three cards, size 5½ x 10½ inches. Price 65 cents, postage 4 cents.

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Falk Elevator Head Drive, with Flexible Couplings and Roller Back-Stop. 75-h. p. Motor at 690 r.p.m. driving Head Pulley at 29 revolutions per minute.

## IMPROVED DUPLICATING GRAIN TICKETS

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6½ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7¼x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19 GT. Price \$1.75.

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## Feedstuffs

**Waukegan, Ill.**—The Blatchford Calf Meal Co. is building a new storehouse.

**Milwaukee, Wis.**—The Wm. O. Goodrich Co., linseed meal manufacturers, increased its capital stock from \$250,000 to \$600,000.

**Kentland, Ind.**—The Ainsworth-Boone Co. has installed a Jay-Bee hammer mill in its seed corn house for manufacturing feedstuffs.

**Memphis, Tenn.**—Ben H. Williamson, who has been associated with M. G. Odeneal in the firm of B. H. Williamson & Co., has severed that connection and has been made mgr. of the local branch of the M. C. Peters branch of the American Mfg. Co., Peoria, Ill.

**Pine Bluff, Ark.**—Manufacture of mixed feeds began Aug. 23 in the extensively repaired plant of the Cook-Bahlau Feed Co., which suffered a \$20,000 fire damage loss in July. The company purchased the plant of the Westbrook Grain & Mfg. Co. Much new equipment has been added.—P. J. P.

**Buffalo, N. Y.**—Max F. Cohn will return here Sept. 1 to take over the presidency of the Sunset Feed & Grain Co., Inc., with which organization he was previously connected before his association with the Empire Grain & Elevator Co. of Birmingham, N. Y. Harold Bradt remains with the former organization as vice-pres.

**Minneapolis, Minn.**—This market received during July, as compared with July, 1925 (in tons): millstuffs, 2,196-1,141; screenings, 5,458-6,259; hay, 1,816-2,077. Shipments, likewise compared, were: millstuffs, 46,831-52,444; screenings, 5,620-4,190; linseed meal, 4,605-7,312; hay, 262-179.—Sec'y John G. McHugh, Chamber of Commerce.

**Pine Bluff, Ark.**—Concrete work for the new 330x50 ft. seed house of the Planters Cotton Oil Co. to replace that destroyed by fire several months ago, is completed, and the steel and galvanized iron work has progressed to an extent to guarantee completion by the contemplated date, Sept. 1. Fire destroyed the plant in January of this year.—P. J. P.

**Toledo, O.**—Contract has been let and work has commenced on a new blending and storage warehouse for the Larowe Milling Co. The building will be of steel and mill construction, 165x84x41 ft., and will have a capacity of 7,000 tons of feedstuffs. This expansion was made necessary thru the company's entry last fall into the manufacture of a full line of poultry feeds. With the addition, which will be known as Warehouse No. 8, the company will have a storage capacity of 80,000 tons of feedstuffs.

**St. Louis, Mo.**—The Ralston Purina Co., manufacturer of cereals and animal feeds, has purchased the 1,500,000-bus. Mississippi Valley Grain Elevator and will operate it as a public elevator. The acquisition of this property, together with another elevator here and one at Nashville, Tenn., owned by the Purina Mills, gives that company a total storage capacity of 3,000,000 bus. Besides the St. Louis plant the company has mills at Fort Worth, Kansas City, Minneapolis, Buffalo and E. St. Louis.

**Binghamton, N. Y.**—The Empire Mill & Elevator Co. has consolidated with the Tioga Mill & Elevator Co. of Waverly, effective Sept. 1. The headquarters of the company will be at Waverly, but the elevators, and plant of the Empire Mill & Elevator Co. will remain here. The new firm name will be the Tioga-Empire Co., Inc. Arthur C. Palmer, now pres. and gen. mgr. of the Tioga Mills & Elevator Co., will be pres. and gen. mgr. of the new concern, and L. M. Wilson, now

pres. and gen. mgr. of the Empire Grain & Elevator Co., will be v. p.

**Fort Wayne, Ind.**—Plans have been approved and preliminary work begun on the new unit of the McMillen Company's feed and milling plant. The new building will be 70x70 ft., four stories high, of brick and concrete construction, and will cost approximately \$50,000, according to H. D. Egly, sec'y of the company. It is intended that the new building, which will be located directly west of the present plant, will be an exact duplicate of the structure erected by the company a year ago. It is anticipated that the new unit will be completely equipped with machinery and be ready for service early in November.

### Adulteration and Misbranding.

**Forney Cotton Oil & Ginning Co., Forney, Tex.**, shipped 600 sacks of cottonseed meal into Iowa alleged misbranded because of deficiency in labeled protein, according to federal authorities. On Apr. 8, 1926, the court levied costs and execution of a \$500 bond, conditioned in part that the product be relabeled.

**Quannah Cotton Oil Co., Quannah, Tex.** (Robt. K. and Effie D. Wootten, Jas. Wm. and George Albert Simmons and Robt. Roy Gilliland, incl.), consigned quantities of adulterated and misbranded cottonseed meal and/or cake into Colorado and Kansas, deficient in protein, alleged federal authorities in imposing \$35 fines Jan. 25, 1926.

**Tuscumbia Cotton Oil Co., Tuscumbia, Ala.**, consigned 500 sacks cottonseed meal into Pennsylvania, alleged misbranded by federal authorities because of deficiency in labeled protein. Flory Mfg. Co. of Bangor, Pa., appeared as claimant for the property Apr. 20, 1926, which was released on payment of costs and the execution of \$250 bonds, conditioned in part that it be relabeled under supervision of Dept. of Agriculture.

### New Feed Trademarks.

**Fort Worth, Tex.**—Universal Mills filed trademark Ser. No. 231,772, the words "PLANTERS SPECIAL" particularly descriptive of horse feed.

**Sperry Flour Co., San Francisco, Calif.**, filed trademark Ser. No. 233,464, "SURE-MILK" above which appear four stars in line, particularly descriptive of stock food.

**Baltimore, Md.**—East Coast Trading Co. filed trademark Ser. No. 233,982, the cased mark "OBERCO," particularly descriptive of mineral feeds for poultry, hogs and cattle.

**Barton, N. Y.**—Tioga Mill & Elevator Co. filed trademark Ser. No. 232,525, the first letter of each name being incorporated within a circle, particularly descriptive of poultry and stock foods.

**Decatur, Ill.**—A. E. Staley Mfg. Co. filed trademark Ser. No. 233,794, the words "HITS THE MARK" appearing on a diagonal and sized towards a vanishing point, particularly descriptive of stock feed.

**Nebraska Consolidated Mills Co., Omaha, Neb.**, filed trademark Ser. No. 232,341, a feathered Indian's head on an circled arrow-head background, encircled half way with

the word "REDSKIN," particularly descriptive of poultry feeds.

### False Labeling a Fraud on the Buyer.

The Cummins-Cole Corn Sugar Bill which in its original form provided that corn sugar, which is otherwise known as dextrose and glucose, might be used in the manufacture of food products as and in place of cane or beet sugar without labeling or other notification to the public, has been passed. The National Dairy Union in a circular to members comments as follows:

Advocates of real, honest-to-goodness pure food practices have generally felt that the enactment of this law would weaken the Pure Food Law in a very dangerous way. The fundamental of the Pure Food Law upon which reliance has been placed to secure general public approval, and to indicate the principles upon which it was based is that the label upon a food or drug product should tell without fear of misunderstanding, exactly what the article or commodity is. This principle as a matter of public policy has no opposition. This is the principle upon which the present oleomargarine law is based. Advocates of other kinds of oleomargarine legislation have very strong arguments in support of their contention that other things ought to be done to oleomargarine in addition to labeling it correctly and putting a tax on the yellow color, but none of these arguments have yet reached the point where they are overwhelming and convincing to enough of the general public to bring about national legislation either of a prohibitive or restrictive character.

Whatever is labeled sugar must be sold as sugar, up to this time. Whatever is labeled ice cream must be sold as ice cream. Whatever is labeled preserved ginger must be preserved ginger, and the exact definition of what ice cream is or preserved ginger is, or of any other compound, may be prescribed by a competent body which is set up by the Pure Food Law. The procedure is to determine just exactly what the public believe a certain name means and then to enact that into a definition as exactly and clearly as possible. Condensed milk has always meant milk with a certain part of the water extracted and a certain amount of sugar added. Preserved ginger is ginger root in which a certain amount of sugar has been incorporated, and so on. Now, Congress comes and says that the sugar which may be used in a certain limited number of processes is not sugar as commonly understood by the public, but may be corn sugar or artichoke sugar, and to this extent has broken down the principle of the Pure Food Law.

Of course this has been done in the name of the corn belt farmer and upon the assumption that it would increase the use of corn. Such a purpose is a very laudable one, perhaps enough so to justify breaking down the Pure Food Law. However, the supporters of the Pure Food Law, of oleomargarine legislation, and of other features of existing legislation which serve to protect the producers of pure, unadulterated products, are seriously concerned lest the action of Congress in this matter shall be taken as a precedent for further changes and weakening of this law which has had the support of all sincerely honest business since it was first written into the statute. We don't want cocoa-nut oil used in butter scotch candy, nor in any other commodity where the public believes butter is used.

### Elevator Observations.

BY TRAVELER.

A handy method for setting screens so they will not interfere with weighman's handing the hauler his scale ticket from the scale beam via the long pole and clip route, is to hinge the screen frame to the office window frame and attach a spring to keep it shut.

This keeps flies out in the open where flies belong, yet saves the weighman many weary steps to the hauler's wagon or truck, when a long stick with a clip on the end will span the space between them.

\* \* \* \*

A CLEAN OFFICE and house is indicative of a thoro grain man with well kept records and clear, concise thoughts. A shoddy, dirty and disorderly office indicates the reverse.

\* \* \* \*

Kansas elevator operator states that the truck drivers of his territory prefer a wood approach to the elevator driveway, rather than one of concrete. The wheels seem to get better traction on wood in wet weather. Concrete, unless left rough, is quite slippery when it rains.

## GREENDALE FEEDS

Sweet Feeds,  
Mashes, Scratch,  
Poultry, Horse,  
Mule, Hog and  
Stock

Scientifically  
Prepared from  
Best  
Ingredients  
Obtainable

CRACKED CORN

GROUND OATS

Get in early and handle the

COMPLETE LINE

GREENDALE MILLS, Inc.

JOHN A. SHIELDS, Gen'l Mgr.

Lawrenceburg, Ind.



## Supply Trade

The difference between your product and its competitors is a good advertising story.

**Davenport, Ia.**—Contracts have been awarded the Jones-Hettelsater Const. Co. for the erection of a cement storage house and tank house for the new cement plant of the Dewey Portland Cement Co.

**Silver Creek, N. Y.**—Those interested in corn cutters and graders for the manufacture of the quality feeds now demanded by poultrymen will find valuable information in Bulletin No. 113 just issued by the S. Howes Co., describing all types and sizes of the Eureka Corn Cutters, Combined Cutters and Graders, the Jacobson Ball Bearing Pulverizer and Eureka Feed Mixers. These machines have ball or roller bearings to make them easy running and have the necessary attachments to do good work. Copies of Bulletin 113 may be obtained by writing the company.

**Silver Creek, N. Y.**—The third annual picnic of the S. Howes Co. employes, Aug. 12, was an outstanding success from every point of view. The Eureka shops were profusely decorated with flags and bunting. While the whole affair was under the auspices of the Eureka Production Club it included every officer and employee of the company, with their wives, families and friends. The Eureka Band played for one hour just before the start was made for the picnic grounds at Harrysburg, where the entire assemblage became the guests of Major Hequembourg. It is estimated that at least one-eighth of the population of Silver Creek joined in the merry-making, which included all sorts of amusements and sports.

**Newark, N. J.**—Announcing the publication of its general engineering bulletin No. 1560 the Hyatt Roller Bearing Co. says: We have found it difficult to cover all our subjects under distinctly separate covers to the general satisfaction of our business friends, as their interests are divided and a number of bulletins become unwieldy and scattered. The broad scope of our applications is better covered by a composite book such as No. 1560. The section on conveyors is abbreviated, but typical. Combined with our engineering data and typical housing design, sufficient information is made available for practically all engineering problems involving bearings. Note that Hyatt Bearings play an important part in design of drive shafts and reduction gear driving units as well as idlers. A copy of this bulletin will be sent Journal readers who write requesting it.

### J. H. Mayhew Heads Carter-Mayhew.

Announcement is made that J. H. Mayhew has been elected president of the Carter-Mayhew Mfg. Co., builders of the well-known Carter Disc Separator, to succeed C. W. Carter, who has held that position since the company's organization about seven years ago.

The company has purchased the major part of Mr. Carter's interests and will retire the stock. Mr. Carter, however, retains a substantial interest in the company and will now devote his entire time to the development of improved mill and elevator machinery that the Carter-Mayhew Co. will market.

Mr. Mayhew, who succeeds to the presidency, joined with Mr. Carter in the organization of the company and has been senior vice-president since its inception. Mr. Mayhew is well known in milling circles as an engineer, and he has been largely instrumental in building up the aggressive Carter-Mayhew organization.

Mr. Mayhew states that there will be no other changes in the personnel of the company. R. J. S. Carter remaining as vice-president and H. A. Morse continuing as secretary treasurer.

## No Recovery for Loss of Profit on Contract.

In making the original estimate of the cost of the masonry construction for an elevator at Walcott, Ia., one Mayberry, employed by Chas. E. Newell, figured 6,490 feet at 18 cents a foot as \$116.82, instead of \$1,168.20, himself testifying

"I scribbled the decimal point in the wrong place. Exhibit C is the original estimate of the Farmers' Elevator job at Walcott, Iowa. It is in my figures. In those figures in my handwriting, the same mistake of \$1,051.38 appears as in Exhibit B."

Another error of \$170 was made in adding items of equipment, so that Newell's bid for the construction was \$1,221.38 less than if the estimates had been correctly made, being \$7,730.44. The errors were not discovered until after work was begun, and no extra compensation was received.

Mayberry, who had been employed Dec. 1, 1917, at a salary of \$25 a week, was raised to \$35 and about May 1 by agreement his salary was raised to \$40 a week and commissions. Mr. Newell denied any agreement to pay commissions. When Mayberry was discharged he brot suit for commissions and Newell put in a counter claim for loss of profits. Newell also put in a counter claim for \$625 received by Mayberry for drawing plans and specifications for the Commercial Club at Cedar Rapids and for a dwelling house, but the court disallowed this, as Mayberry had done the work nights and Sundays.

In affirming the judgment of the lower court in favor of Mayberry the Supreme Court of Iowa said:

We conclude from the record that a profit in some amount was realized on the contract made, but the amount does not appear. The record discloses that the contract was let on competitive bidding. The amounts of other bid or bids made do not appear. The only light the record affords concerning that matter is in the testimony of appellee, Mayberry, brought out on cross-examination. In the course of his examination as to whether he had negotiated with the other party to the contract in regard to the mistakes made in the estimates, he said, "No; they laughed at me as it was, and said I was \$1,000 under anybody else." If the bid made by appellant was \$1,000 less than his nearest competitor, and only that much lower, then a bid made on correct estimate would have been \$221.38 larger than his closest competitor, and in that event the fair inference is that he would not have obtained the contract.

If an increase in the bid in the amount of \$1,221.38 would have resulted in appellant's failure to secure the contract, then he was not injured by the mistakes complained of. In that event, he would not have reaped benefit of a correct computation. Obviously, if a proposal to construct the elevator based upon correct estimates, that is, estimates free from the two errors which were made, would not have availed to secure the contract, no injury resulted from said mistakes, unless perhaps there should be loss sustained under the contract which was made and fulfilled.

While we think appellee guilty of actionable negligence, we conclude that appellant has failed to establish that he has sustained damages as a result of said negligence. We concur in the judgment of the court below, and the case is affirmed.—204 N. W. Rep. 413.

**Remember the International Grain and Hay Show Nov. 27 to Dec. 4, Union Stock Yards, Chicago, held in conjunction with the International Live Stock Exposition.**

Investigation into co-operative associations, which inquiry the senate directed the Federal Trade Commission to make, has been assigned to the legal investigation division.

"The disposition of the surplus," says former Governor McKilvie, "is indeed an important problem for the farmer to solve, and when I say farmer I mean exactly that. It may be expedient for the Government to try to solve it, but it certainly is not sound economically. The most the Government can do is to help the sovereign citizen to help himself, bearing in mind that, when the sovereignty is violated, the citizen becomes a dependent, a mendicant, or, what is worse, a member of a communistic state."

## Cipher Codes

**Universal Grain Code:** The only complete grain code on the market, is the most up-to-date and latest grain code published, contains over 14,000 code words. Effects a greater reduction in tolls than any other domestic code. Contains code words for the U. S. Standard Grades of Wheat, Corn and Oats. 150 pages, 4½x7 inches. Price, leather bound, \$3.00; paper bound, \$1.50.

**Robinson Telegraph Cipher Code:** With 1912 and 1917 supplements, is for domestic grain business. Leather bound, \$2.25; cloth bound, \$1.75.

**Millers Telegraphic Cipher:** 1917 edition. Designed especially for the milling and flour trades. 77 pages, 3¼x6 inches, cloth bound. Price \$2.00.

**Cross Telegraphic Cipher Code:** 7th edition revised for provision and grain trades. Contains 146 pages 4½x6½ inches, bound in cloth. Price \$2.00.

**A. B. C. Improved Fifth Edition Code, with Supplement:** Reduces cable tolls 50% thru the use of five-letter code words, any two of which may be sent as one word. Price in English, \$2.00.

**Bentley's Complete Phrase Code:** Contains nearly 1,000 million code words, any two of which can be joined together and sent as one word. Thru its use a saving of 50% can be easily effected in cablegrams. Appendix contains decimal moneys and list of bankers. 412 pages, 8½x10½ inches. Bound in cloth, leather back and corners. \$15.00.

**Baltimore Export Cable Code:** Hinrich's fourth edition, compiled especially for export grain trade. 152 pages 6½x9 inches, bound in leather. Price \$15.00.

**Riverside Flour Code, Improved (5 letter revision)** Sixth Edition. Retaining the essential features of the 5 edition published in 1901, for use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
309 So. La Salle St., Chicago, Ill.

## Do Not Take Chances

on verbal contracts for future delivery of the grain you are now purchasing. Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure. Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase.

They certify the Farmer "has sold ..... Bushels of ..... at ..... cents per bushel, to grade No. ...., to be delivered at ..... on or before .....". They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted."

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound with 3 sheets of carbon. Order FORM 10 DC, Price \$1.15.

Grain Dealers Journal  
309 South La Salle St. Chicago, Ill.



## Seeds

**Minot, N. D.**—Simmons Seed Co. just installed a new scale and dump.—Minot Farmers Co-op. Elvtr. Co.

**Frankfort, Ky.**—G. C. Shaw, feed and seed dealer, died here at the age of 64 years on Aug. 12. He had been ailing for some time.

**Minneapolis, Minn.**—Stuhr-Seidl Co. filed trademark Ser. No. 233,713, the word "REX" particularly descriptive of oats for seed and barley for seed.

**Edinburg, Tex.**—The Valley Star Seed & Grain Products Co. has started construction on a new 50x70 ft. addition to be used for seeds, feed, and flour.

**Greeley, Colo.**—A \$20,000 bean warehouse is now under construction for the Rogers Bros. Seed Co. of Chicago, Ill. Over two thousand acres are already contracted.

**Spokane, Wash.**—Morrison Seed Co. filed trademark Ser. No. 231,746, a totem-pole base bearing a cross arm consisting of an open pea pod, particularly descriptive of field and garden seeds.

**Windom, Minn.**—Dryden & Reidesel, proprietors of the Windom Seed Co., has a two-story 32 ft. square seed storage annex now under construction. They will re-open for business about Sept. 1.

**Donaldsonville, Ga.**—A. G. Hagan, doing business as The Millet Seed Co., filed trademark Ser. No. 233,002, the letters "MILES-CO" within a six-sided design, particularly descriptive of millet seed.

**Goshen, Ind.**—Sol and David Dembafsky plan on entering the wholesale seed and feed business. The firm of which both were members, C. Dembafsky & Sons, one of the oldest in the state, was recently dissolved.

**Helena, Mont.**—C. B. and J. M. Power of this place and E. A. Steiffle of Belgrade have incorporated the Montana Seed Co. to produce, sell and deal in hay, wheat, oats and other grains and grain products, vegetables, poultry, butter, cheese, eggs, milk and other farm, dairy and ranch products.

A new variety of wheat with high protein content has been developed by the agricul-

tural experiment station of the University of Arizona, known as No. 24. It gave 300 pounds of bread per barrel of flour, against 285 pounds from standard spring wheat. Its yield is 44 bus. per acre, and 55 bus. when grown in rows.

**Philadelphia, Pa.**—F. G. Taylor, president of the Ely Seed Co., died at his home here quite unexpectedly. With Robert Fulton, his partner, the two established themselves under the aforementioned name after the passing of the old house of Z. De Forrest Ely & Co., with whom they were both connected. Mr. Fulton will continue the business.

**Madison, Wis.**—Directors and officers of the L. L. Olds Seed Co. were elected at the annual meeting of the company recently resulting in the choice of L. L. Olds as president and general manager; W. D. Curtis, v.-p. and financial manager; Peter Carr, sec'y and ass't mgr.; and Leo T. Crowley, treas. Members of the board of directors on which all officers serve are: John R. Caldwell, W. A. Tracey, and R. M. Jenkins.

**Toronto, Ont.**—The Dominion Seed Branch is still uncertain as to the procedure of staining all red clover and alfalfa seed intended for importation into the U. S., in compliance with the Dept. of Agriculture's order effective July 27. All Canadian seed must be dyed "iridescent violet," to the extent of 1%, tho the question arises as to whether 1% of that intended for importation is to be dyed and mixed thruout, or whether or not it is even necessary to open the bags to effect a staining. Italian and undesirable seed from other Mediterranean climes must be stained 10% red. Adaptable seed from other than Canada must be stained 1% green. The Canadian seed is more hardy than native seed, so is distinctively branded.

**Clarinda, Ia.**—The name of our corporation was changed at the last annual stockholders meeting to the Berry Seed Company (from the A. A. Berry Seed Co.). This action was taken owing to the fact that A. A. Berry is no longer active in the company. We are also pleased to report that our broadcasting station, KSO is again back on the air, operating on its old wave length of 241.8 meters. During the summer months our evening programs start at 8 o'clock. We are on the air each evening except Saturday and Sunday. Our noon day programs are from 12 to 1. We are also erecting a new storage building 42x80 ft., three stories, adjoining our present concrete building which will make our storage building, when completed, 80x162 ft.—Berry Seed Co.

**Evansville, Ind.**—Formal opening of the new \$45,000 brick and reinforced concrete home of the Purcell Seed Co. took place Aug. 10. The 112x165 ft. four-story 12-bin elevator offers facilities for the handling of from 300 to 400 carloads of field seeds, animal and poultry feeds, of all kinds, etc. The latest type self-registering scales which automatically issue a ticket with each weight, are installed. The officers of the company are Guy Purcell, pres.; Frank R. Wilson, v. p.; C. P. Dunnington, sec'y; S. J. Alexander, treas.; and E. M. Truman, ass't to the pres. The new plant is served by the C. & E. I. and the Southern. Also one side is arranged for receiving and dispatching truck-load quantities. The building occupies part of the site of the old Akin-Erskine Mfg. Co.'s plant which was burned about two years ago. The company handles rye, clover, timothy,

red top, blue grass, orchard grass, red clover, alsike, alfalfa, sweet clover, white clover, cow peas, soy beans, vetch, seed sowers, sudan, millet, turnip seed, rape, sunflower seed, buckwheat, fancy grasses, pumpkin seed, lawn grass, bermuda grass, corn, oats; and poultry, baby chick, horse, mule, dairy, and mill feed, tankage, etc.

## Timothy Seed Crop Larger than Last Year.

Washington, Aug. 13.—Timothy seed production, based upon reports received the first week of August from hundreds of growers and country shippers, is estimated by the United States Department of Agriculture to be 10% or more larger than last year. Returns from some of the first threshings were reported to be a little larger than expected.

Drought reduced the crop in the northern sections more than it did last year, but elsewhere probably less than last year. It is believed that moisture conditions were better when the protracted drought, beginning in April and lasting until about the second week of June, set in than last year. Its effect was most noticeable in southern Minnesota, northeastern Iowa, and eastern South Dakota. The decreased production in these districts should be more than offset by the increase in southern Iowa, northern Missouri, northwestern Minnesota, Illinois, Indiana, and Ohio.

Acreage saved for seed was reported to be larger than that of last year in northwestern Minnesota, southern Iowa, northern Missouri, Illinois, Indiana, and Ohio, but smaller in southern Minnesota, eastern South Dakota, northeastern Iowa, Idaho, North Dakota, and Wisconsin.

Growers expected yields to average in their respective sections or states as follows: Southern Minnesota, 3.7 bus.; northwestern Minnesota, 3.8 bus.; northeastern Iowa, 3.8 bus.; southwestern Iowa, 3.6 bus.; southeastern Iowa, 3.75 bus.; northwestern Missouri, 3.5 bus.; northeastern Missouri, 3.1 bus.; and southwestern Missouri, 3.8 bus.

Threshing started in scattered localities in Missouri and Iowa during the last week in July but was not expected to be general until August 10-15. Rains have interfered with threshing but probably no more than usual, if as much.

Carryover of timothy is believed to be somewhat larger than usual. Domestic and export demands were below normal. Exports during the fiscal year ending June 30, 1926, were the smallest in eight years, amounting to only 9,942,494 pounds, compared with 16,457,687 pounds in 1925, 15,501,856 in 1924, 20,131,903 in 1923, and 20,150,357 in 1922.

## Good-Fellowship Banquet of Ohio-Michigan Dealers.

Kellogg & Buck, proprietors of the Morenci Roller Mills at Morenci, Mich., entertained seventy-nine northern Ohio and southern Michigan grain-dealer guests on July 22, with a lavishly prepared, appetizing good-fellowship chicken dinner at the Hotel Saulsbury, following their usual custom.

Annually, on the eve of the harvesting of the new crop, Kellogg & Buck invite dealers from fifty miles around as their guests, and turn over the after-dinner discussion to informal reports of the crops in the various sections, prices, handling methods, and other subjects germane to grain interests, it being fully realized by the gracious hosts that the fundamental principles in Lincoln's "United we stand, divided we fall," applies equally to the grain business and that overbidding slashes in a stroke the "living wage" that would otherwise be built up thru fair margins.

Affable "Sam" Rice of Metamora, Ohio, presided in his usual capable manner.

The genial hosts are to be commended on their enterprise and far-sightedness.

## MICHIGAN ROSEN RYE

In Carload Lots

Write or Wire for Delivered Prices

State Time of Shipment Desired

CHATTERTON & SON, Lansing, Mich.

MICHIGAN'S LARGEST HANDLERS

## Imports of Foreign Plant Seeds.

The Seed Testing Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds:

	July 1, 1925, July 1, 1924, to June 30, 1926. Pounds.	to June 30, 1925. Pounds.
Alfalfa .....	4,548,300	4,782,500
Canada bluegrass .....	283,700	1,149,700
Alsike clover .....	10,989,400	10,425,300
Crimson clover .....	5,765,500	4,834,000
Red clover .....	19,725,200	6,541,400
White clover .....	1,666,400	1,227,300
Clover mixtures .....	121,800	13,400
Foxtail millet .....	125,400	243,100
Orchard grass .....	253,000	991,900
Rape .....	6,526,300	4,344,600
English ryegrass .....	2,301,600	1,334,900
Italian ryegrass .....	1,683,200	831,300
Hayry vetch .....	3,986,200	2,068,300
Spring vetch .....	1,602,800	1,266,300
Bentgrass .....	327,800	257,900
Biennial white-flowered sweet clover .....	5,879,000	3,493,400
Biennial yellow-flowered sweet clover .....	502,200	51,500
Canary grass .....	6,600	43,300
Carpet grass .....	14,600	5,000
Crested dog's tail .....	39,200	43,900
Chewings fescue .....	654,900	842,300
Other fescues .....	1,042,500	793,000
Redtop .....	3,500	
Rhodes grass .....	21,100	10,400
Rough-stalked meadow grass .....	75,100	40,400
Sweet vernal grass .....	1,900	1,000
Annual sweet vernal grass .....		2,200
Tall paspalum .....	1,000	29,400
Velvet grass .....	8,200	5,900
Wood meadow grass .....	39,700	26,200



## Northern Alfalfa Seed Better for Ohio.

Alfalfa seed produced in the mild climates of Arizona, California, Italy, South Africa, and Turkestan is giving smaller yields of hay in Ohio than seed from Utah, Kansas, Idaho, Michigan, and Canada.

The first and second cuttings this year at the State Experiment Station made from alfalfa seeded last August show a high yield for the Grimm, Canadian Variegated and Hardigan of Michigan. Common alfalfa from Utah and Kansas yielded less than the Grimm for the first two cuttings. Usually the yield of northern common is higher for the third cutting than from the Grimm. In fact, the annual yield of Grimm and common have been practically the same in the longer tests at the Station, 3.79 and 3.85 tons per acre each.

The stand of Italian, Argentine, Peruvian, and South African alfalfa seeded a year ago is already becoming thinner and weeds and grass are coming in. Alfalfa seed of known origin can easily be secured if the local dealer is given a little time in which to locate seed. If just "alfalfa seed" is specified, unadapted seed may be used to fill the order. Paying a little more for good seed is insurance against a failure.

## Kansas Inspection Department Will Abide by Rule on Smut.

Altho the Southwestern wheat crop is of superior quality this year, yield per acre, high protein and heavy weight per bushel combining to make it one of the most profitable crops in recent years, the prevalence of smut in many localities has forced the grain inspectors at terminals to note on the certificate that the sample was smutty, giving buyers an opportunity to demand a discount.

Knowing that smut would subject the shipper to a heavy discount some inspectors have been lenient in enforcing the long-established rule in the federal grades, requiring the notation "smutty" when the quantity of smut exceeded 2 balls per 50 grams.

When the attention of inspectors generally was called to the federal rule on smut in July a controversy arose, the Kansas state department being unwilling to penalize shippers, and permitting 14 smut balls per 250 grams.

W. B. Dalton, chief of the Kansas State Grain Inspection Department, sent a telegram to Sec'y Jardine of the U. S. Dept. of Agriculture:

The general changes in interpretation of grain grading standards, particularly applying to smutty wheat, making eleven smut balls in two hundred and fifty grams grade wheat smutty instead of fifteen balls as has been applied heretofore, is causing at least 20 per cent extra of Kansas wheat to grade smutty and the grower to take a discount of four cents per bushel on technical smut, or \$60 per car on the average. This means loss of hundreds of thousands of dollars to the wheat growers of Kansas. Growers and the grain trade are generally dissatisfied because they were not represented at the conference changing the interpretation.

To make it clear to the Kansas officials that the federal rules would allow no departure from the standard established, and that inspectors had no discretion in enforcing the rules, H. J. Besley, of Washington, head of the grain division of the Bureau of Agricultural Economics, and R. T. Miles, Chicago, in charge of the general field headquarters of the federal grain supervision, were dispatched to Kansas City, where they held a 3-hour conference Aug. 19 with Mr. Dalton, Floyd M. Fink, assistant, chief, and other inspectors of the Kansas State Department. After the conference Mr. Dalton issued the following statement:

I am complying under protest, feeling that the department of agriculture is the farmers' department and it should do everything in its power to help them. Farmers will lose considerable money under the department's version of smutty wheat. As an instance, at one of our interior Kansas inspection offices, 176 cars of wheat were received one day, 42 of which graded smutty. Seventeen of the 42 cars would have graded clear under the old rule.

## Driveway Chatter.

BY GUS.

Just about the time "Everythin' seems tu be runnin' smooth, an' ain't nobody got any fault tu find with his naboring dealers, an' it looks like everybody's goin' to mak' a little money," right about then is the time tu bee pryin' yore eyes open tu see whut is goin' to happen. Eyether somebody nearby gets hoggish an' starts tu skyrocketing the price or some bright-minded scooper gits smart and does it for him.

In ivery community a few sore-heads kin be found which ain't got sense enuf to stand by the tried and true local dealers. When a scooper comes tu town they express a willin'ness to take a swing on somebody else's gate whether they know whut it is fasten'd to or not. They'll bring him their wheat an' let him weigh it over uninspected scales which they ain't got no honest-tu-goodness reason fur believin' is korrekt an' then howl when they cheat him. Seems like fellas like thet ught tu git cheated onct in a while jest tu teach them loyalty.

A bunch of them got hooked when a track-buyer started operatin' down at Sharon, Okla. Leavin' a trail of bad checks he moved on down to Vici an' after a coupla days durin' which he left some more bad checks he moved over to Canton an' raised hell with the prices there. At all three places some o' the sore-heads got hooked an' the scooper ain't been caught yet.

Ain't nothin' wiser Mr. Farmer kin do thin play safe and conservative, sellin' his grain tu th' honest an' legitimate dealers whut has got their money invested in equipment an' is payin' taxes an' helpin' tu educate his children. Ain't a bad idea tu let him make a littel money, so as tu encourage him to provide better facilities.

\* \* \* \*

Rome wasn't built in one day, but they's a feller over at Shook, Kans., who is runnin' a 13,000-bu. elevator whut was built in 27 days. He says ain't nothin' gone rong with ut yet an' he's run mor'n 80,000 bus. o' new crop wheat up its leg.

\* \* \* \*

A shaky wooden platform, with a tin roof over ut was built on the side o' one small S-W Kansas elevator to house a smut treat'n machine an' a small gasoline engine whut bucked an' snorted away like it was gona shake the platform down. Bet when the fire insurance man sees ut he's gona say 'You take that danged engine down offa there right now an' put some concrete walls aroun' it.'

Won't take much more than a spark to make that tinder platform go up in smoke an' take the elevator with ut.

\* \* \* \*

Since th' Interstate Commerce Commission hez put down th' South's freight rates on fertilizers some o' these elevators ought to feel more like puttin' in fertilizer as a side line. Or do they feel like there's too much fertilizer in th' acts o' th' commission?

\* \* \* \*

Run acrost a grain dealer th' other day whut had a powerful lot o' conversation tucked away under his chest somewhere so's he cud reach ut right handily. He had a old coal stove sitting in his office an' right clost beside ut was a battered old coal skuttle half full with dirt an' rubbish an' dried tobacco juice. He cud hit that coal skuttle dang near ev'ry time without no let-up in his delivery on whether Ma Ferguson was gona let Moody be governor or not an' whether Trapp was gona continue as czar over Oklahoma. Ev'ry onct in a while he'd throw a slam at the weather man or say some question an' answer it right away himself, just like nobody else had any opinion. He'd stir the dealers at the regular meetings, but he knew so much he'd never joined.

An' while he was a talkin' an' both o' us was a addin' to th' contents o' that skuttle, I got mullin' over my cud whut a powerful lot o'

conversation they is whut don't do nobody no good, an' how useful it is if used as a constructive means o' information or for social an' ettical purposes.

## Poor Advertising for Iowa Farm Land.

Former Gov. Allen of Kansas, in the *Nation's Business* for September, asserts that the present unhappy condition of the Iowa farmer is traceable directly to speculation in real estate and the "orgy of the prosperity that pursued the farmer during the war period and cannot be cured by law."

He further states that Iowa is not typical of the general condition of the American farmer and cites specific cases to show that Kansas is full of successful and prosperous farmers.

"It is an oddly ironical fact that the present unhappy condition of the Iowa farmer is not the result of poor crops and bad prices."

# KILL

## Stinking Smut

AND PLANT

## Clean Wheat Seed

BY THE USE OF

# Corona Coppercarb

Trade Mark Reg. U. S. Pat. Office No.  
169,736, Oct. 3, 1922

Produced especially for treating wheat  
seed, giving protection at lowest cost.

*Largest and Most Progressive  
Growers Have Rendered  
the Verdict.*

A standard product, such as Corona Coppercarb, of distinct and unquestioned superiority is always imitated with inferior grades by rival manufacturers. The use of new, inferior and untried brands is fraught with danger and dissatisfaction. Dealers who receive other brands of material when they have specified Corona Coppercarb should return them immediately to the source of supply. Corona Coppercarb is the only brand which large and practical usage in every section of the country has proved unequalled as a dust to control bunt or stinking smut on wheat. We know our good customers will continue to use only Corona Coppercarb, and we urge that no imitations or substitutes be accepted.

Send, for directions, testimonials  
and prices.

## PITTSBURGH PLATE GLASS CO.

Corona Chemical Division

MILWAUKEE

WISCO



## Supreme Court Decisions

**No Implied Warranty of Feed.**—There is no implied warranty of soundness in sale of foodstuff for animals.—*John Wade & Sons v. Batesville Hog Co. Supreme Court of Mississippi.* 104 South. 145.

**Damage During Shipment.**—Shipper, whose corn was damaged during shipment, is required to exercise reasonable care and diligence to avoid further loss, and cannot recover that part of damage, if any, resulting from its failure to exercise such care and diligence.—*Hurley v. I. C. R. Co. Kansas City Court of Appeals, Missouri.* 282 S. W. 97.

**Future Trade Illegal without Confirmation.**—Failure of a grain commission merchant to furnish the statutory confirmation required by section 10491, G. S. 1923, makes a prima facie case of an illegal transaction. *Banner Grain Co. v. Burr Farmers' Elevator & Supply Co.,* 162 Minn. 334, 202 N. W. 740, followed.—*Fraser v. Farmers Co-op. Co. Supreme Court of Minnesota.* 209 N. W. 33.

**Insurance.**—In an action on a fire insurance policy by the owner of an elevator, to recover for loss of grain destroyed by fire, he cannot recover for the value of grain stored therein and belonging to another, unless the insured is liable to the owner of the stored grain, or his assigns, for the value thereof.—*Calnon v. Fidelity Phenix Fire Ins. Co. Supreme Court of Nebraska.* 205 N. W. 942.

**Sparks from Locomotive Engine Starting Fire.**—In action for damages for destruction of plaintiffs' mill by fire, allegedly caused by sparks from particular locomotives, burden of proof was on plaintiff to show not only that sparks from locomotive named caused fire, but that there was either negligence in construction or management of the engine.—*Sollenberger v. Pennsylvania R. Co. Supreme Court of Pennsylvania.* 131 Atl. 661.

**Limiting Time for Claim against Telegraph Co.**—Stipulation limiting time to 95 days within which to give notice of claim for damages for failure to properly transmit telegram held not binding on sender of message, where operator received message from sender orally, and message was written on blank containing such stipulation without sender's knowledge or consent.—*W. U. Tel. Co. v. Cates. Court of Civil Appeals of Texas.* 282 S. W. 661.

**Carrier Not Bound by Consignee's Agreements to Pay Freight.**—Consignee's acceptance of goods under B/L requiring payment of freight on delivery implies promise by consignee to pay freight, and no agreement between consignor and consignee, of which carrier has no knowledge, is binding on carrier, and carrier is not bound to inform consignee of consignor's failure to pay freight.—*Transmarine Corporation v. Delaware & Hudson Co.* 216 N. Y. Supp. 622.

**Buyer Can Make Carrier as well as Seller Defendant.**—In buyer's suit to recover purchase price of grain because not up to quality ordered, carriers which transported it held proper parties, under Rev. St. 1911, art. 1906, subd. 6, where buyer had no means of fixing identity of active wrongdoer, or of allocating liability, and prima facie buyer was injured by wrong of seller, carriers, or both.—*Blum Milling Co. v. Moore-Seaver Grain Co. Commission of Appeals of Texas.* 277 S. W. 78.

**Sale Determined by Intention.**—A shipper of grain to be sold on commission drew a draft for the approximate value of the grain on his commission agent, attached it to the B/L, deposited it at his home bank, and received credit on his account. Held, whether

this evidence a sale of the wheat to the bank, or an advancement of the amount of the draft by the bank to the shipper, depends upon the intention of the parties.—*R. E. Harrington v. Mo. Pac. Ry. Co. Supreme Court of Kansas.* 247 Pac. 440.

**Title to Corn Not Paid For.**—Check given in payment for corn by purchaser, dishonored by bank, does not constitute payment for corn. In sale of goods to be paid for on delivery, which seller delivers, but buyer violates promise to pay, buyer does not acquire title which remains in seller. Bank, discounting B/L for corn in possession of buyer who failed to pay seller, acquires no greater right in corn than buyer had, since bare possession does not clothe buyer with power to dispose of corn as owner.—*First State Bank of Brandon v. Frank Kohl et al. Supreme Court of Colorado.* 247 Pac. 571.

### Rebating of Elevation Charge.

The District Court of the Western District of New York on May 7, 1926, in the prosecution by the government of Spencer Kellogg & Sons, Inc., the Great Eastern Elevator Corporation, the Buffalo Elevating Co., and Western Elevating Ass'n, Inc., held defendants guilty of violating the Elkins Act in refunding to consignees a part of the elevating charge.

Defendants received from the railroad companies an elevation charge of 1 cent per bushel and gave the consignees refunds of ½ cent or ¼ cent per bushel.

The court said: The Elkins Act is not so impotent as to allow persons or corporations, aside from common carriers, to thwart its manifest purpose and legislative intent by a device of any sort which results in a shipper paying a less rate for the carriage than the lawful rate. Its scope is broad and comprehensive. In terms, the act is not limited to common carriers, but includes "any person or corporation"; and it is declared to be unlawful for persons or corporations to grant or give a rebate, concession, or discrimination in relation to the transportation of property by any common carrier subject to its provisions.

Favoritism is forbidden by which, as a result of a device, a less rate than the established rate is paid for the transportation. The fundamental purpose of the law, as has often been said in other decisions, was to prevent unreasonable and unfair rates and to secure equality to shippers. It aims at preventing secret departures from the published tariff of rates, of giving preferences to favored shippers, and practicing all forms of discrimination, either by giving rebates or concessions or advantages of any kind. The statute is remedial. *Armour Packing Co. v. U. S.,* 209 U. S. 56, 28 S. Ct. 428, 52 L. Ed. 681.

Not only does the act in question include transportation of grain in interstate commerce by common carriers, but it also specially includes persons acting for a common carrier and elevating and transfer charges in transit, and generally the handling of the article transported—a duty which the common carrier agrees to perform upon request of the shipper. Nothing is embodied prohibiting the carrier from selecting the elevator to perform the elevation service. Indeed, the transportation and elevation of the wheat and handling of effectuating the through shipment were acts of service to be done by the carrier and are included in the carriage. *I. C. C. v. Diefenbaugh,* 222 U. S. 42, 32 S. Ct. 22, 56 L. Ed. 83; *Union Pac. R. Co. v. Updike Grain Co.,* 222 U. S. 215, 32 S. Ct. 39, 56 L. Ed. 171.

Of course, if it can be shown on the trial that the defendants were not in fact acting for the carrier in elevating the grain, or employed by it, the principle just quoted does not apply to them. The interpretation of the statute, however, by Judge Geiger, finds support in the language of section 2 (Comp. St. § 8598), wherein it is said to be "lawful to include as parties, in addition to the carrier, all persons interested in or affected by the rate, regulation, or practice \* \* \* and against such additional parties \* \* \* to the same extent, and subject to the same provisions as are or shall be authorized by law with respect to carriers." See, also, *Interstate Commerce Commission v. Reichmann (C. C.),* 145 F. 235.

If any rebate had been paid or concession given at the instance or with the knowledge of the carrier, the latter, no doubt, would be guilty of a violation. But failure to attribute knowledge to the carrier and join it in the indictment as a defendant, does not, in my opinion, confer the right to refund a part of the elevation charge to shippers by the elevating companies which received the grain on a thru carriage and pursuant to an established rate of which they presumably had knowledge.—12 Fed. Reg. (2d) 612.

### All Debts Cannot Be Set Up as Counterclaim.

The Amenias Seed & Grain Co. had delivered to Verne Budrow feed, seed, lumber and merchandise to the value of \$732.93, unpaid with the exception of \$145.30, so that when the wheat threshed by Budrow Bros., for one Chaffee, was hauled to the company's grain elevator at Amenias, N. D., the company undertook to hold the wheat, having also a claim against the brother, Verne Budrow, for \$566, and knowing that Budrow Bros. had a threshers' lien on the grain.

The lien statement filed by Budrow Bros. with the register of deeds of Cass County, showed \$304 to be due for threshing; but on the same day Budrow Bros. made a written assignment of their lien to the Allis-Chalmers Mfg. Co.

The Allis-Chalmers Co. brought suit against the Amenias Company for conversion and the court gave judgment for plaintiff, holding that the counterclaim did not arise out of a transaction between Allis-Chalmers Co. and the Amenias Company. The law reads as follows:

Section 7449, C. L. 1913. The counterclaim must be one existing in favor of a defendant and against a plaintiff between whom a several judgment might be had in the action, and arising out of one of the following causes of action:

1. A cause of action arising out of the contract or transaction set forth in the complaint as the foundation of the plaintiff's claim, or connected with the subject of the action.

2. In an action arising on contract, any other cause of action arising also on contract and existing at the commencement of the action. The defendant may set forth by answer as many defenses and counterclaims as he may have, whether they are such as have been heretofore denominated legal or equitable, or both. They must each be separately stated and refer to the causes of action which they are intended to answer in such manner that they may be intelligently distinguished.

—*Supreme Court of North Dakota.* 209 N. W. Rep. 234.

## GRAIN DRIERS

for

COARSE GRAINS,  
SEED CORN,  
BEANS,  
PEAS, ETC.

## ROTARY DRIERS

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MEAL, GRITS, STERILIZING PACKAGE GOODS, ETC., AND GRANULAR PRODUCTS OF ALL KINDS.

We would be pleased to correspond with you.

WILLEY-ELLIS CO.

1223 S. Talman Ave., Chicago  
210 N. 13th St., Philadelphia, Pa.



## Grain Carriers

The Texas-Pacific reports that three of the Oklahoma carriers are ready to join it for equalization of grain rates for export to New Orleans. Further details on this matter appeared on page 184 of the last number.

**Enid, Okla.**—Possibility of extending the Frisco railroad west of Avard and linking Enid and Tulsa with the vast Oklahoma and Texas Panhandle country is taking form. It is hoped the Tyrone district may help add to Enid's ever growing receipts.

**Wichita, Kan.**—Effective Sept. 5, we will be able to bring grain off the Santa Fe from points south of the line from Wichita to Pratt and from on and west of the line from here to Arkansas City, destined to Texas Gulf ports for export.—Wichita Board of Trade.

**Washington, D. C.**—It will cost the shipping board between \$200,000 and \$300,000 in operating losses to provide the additional ships to carry grain from Gulf ports as desired by Sec'y Jardine, to relieve threatened congestion, states Chairman O'Connor. The government actually offered more ships than were needed.

**Welland Canal.**—A total of 26,740,700 bus. were shipped thru during the month of June, —5 million greater than the previous high mark. Total grain traffic thru the canal this season is 45,987,176 bus.; despite the fact that navigation got under way three weeks later this year than previously, this figure is over 6 million bus. greater than that of July 1.

Grain and grain products were loaded into 59,999 cars during the week ending Aug. 7, a decrease of 3,906 cars under the preceding week but 6,437 cars above the corresponding week in 1925. Compared with the same week in 1924, it also was an increase of 2,551 cars. Freight cars in need of repair on Aug. 1 totaled 165,756 or 7.2 per cent of the number on the line, a decrease of 1,666 cars under the number reported on July 15th. Practically no car shortage is being reported.

**Ardmore, Okla.**—Extension of the Ringling railroad westward from Ardmore into the plains district of Texas is asked by the Ardmore, Vernon & Lubbock Railroad. In addition application will be made to purchase or lease the 27 mile Ringling road from Ardmore to Ringling from the Santa Fe, its new purchaser. The proposed line would traverse Carter, Jefferson, Cotton and Tillman counties in Oklahoma, and Wilbarger, Ford, Cottle, Motley, Dickens, Crosby and King counties in Texas.

**Minneapolis, Minn.**—The Ann Arbor Railroad was host to traffic men of a group of local and interior Minnesota grain and mill concerns from Aug. 6 to 9. Leaving here on two special cars via the Soo, boarding the ferry at Manistique, Mich., for Frankfort, the delegation spent a most enjoyable week-end at the latter point, going to Kewaunee and Manitowac, Wis., late Sunday. The Soo provided the experts a special for the run to Neenah, where the party caught the thru-train home.

**Southwestern Freight Bureau, Bulletin 366,** under Docket 9365, gives notice of a hearing at St. Louis on Aug. 27th, as follows: "Grain, from points in Texas to Gibsland, La. \* \* \* To establish the mileage scale of rates shown in Item 1582-B, Texas Lines Tariff 2-I for application on grain and grain products as described in the Item referred to, from Texas points to Gibsland, La. on the L. & N. W. R. R. It is stated that as this basis has been established to Monroe,

La., it is desired to extend this basis to Gibsland."—H. B. Dorsey, Sec'y Texas Grain Dealers Ass'n, Fort Worth, Tex.

## New "Shipped on Board" Ocean B/L Adopted by Carriers.

A new ocean bill of lading, called the "shipped on board" form because of the opening clause of the agreement, has been adopted by one of the larger British carriers for the specific use of the grain trade after September 1. More general adoption is anticipated as the demand requires.

The new form is a drastic variation from the old, there no longer being any question as to the responsibility undertaken as between the shipper and carrier, indicative of a new "pull-together" spirit between the two.

Qualifying clauses, so highly objectionable in the written agreements of the past, will hereafter worry no one—having been entirely excluded.

The carrier acknowledges obligations of a definite service, of a definite cargo, on a definite bottom, to a definite port, barring unforeseen accident or conditions.

The first action to bring about the adoption of such a form started in London several months ago.

## I. C. C. Activities.

A hearing on Board of Trade of Chicago v. A. T. & S. F. Ry. Co. will be held by Examiner Hall at Chicago Sept. 29.

The St. Joseph Grain Exchange has been permitted to intervene in No. 15511, Chicago Board of Trade v. A. T. & S. F. Ry. Co.

The St. Louis Merchants Exchange has been permitted to intervene in No. 17159 Southern Kansas Grain & Products Ass'n v. C. R. I. & P. Ry. Co.

Sioux City Grain Exchange vs. A. & S., complaint just filed alleging outbound grain and grain products rates to points in Texas unjust and unreasonable.

Fowler Commission Co., Kansas City, Mo., has filed a complaint against the C., B. & Q., et al., alleging unjust, unreasonable, unjustly discriminatory, and unduly prejudicial rates on corn chop from Missouri River Crossings to points in Louisiana, asking for reparation.

The Minneapolis & St. Louis and the Soo Line proposed 6c cwt. reduction on thru rates to eastern points on grain products, scheduled to become effective Aug. 25, were suspended by the I. C. C. until Dec. 23. A hearing on the case will be held in Minneapolis on Sept. 13.

D. A. Stickell & Sons, Hagerstown, Md., have filed complaint No. 18598 against the Western Maryland Railroad Co. asking establishment of transit rules on grain from the west and south manufactured into feed and shipped to trunk line, New England and southern territories.

Josey-Miller Co., Beaumont, Tex., filed complaint against Santa Fe et al., alleging unjust, unreasonable, unduly preferential and prejudicial charges on grain traffic and other transited articles at Beaumont by reason of there being no such penalty charge at Fort Worth, Marshall and Lake Charles. Asks removal of penalty charges.

The Kansas City Board of Trade on Aug. 10 asked the I. C. C. for a rehearing of its complaint that proportional rates on grain from here to the Southeast are prejudicial to Kansas City and preferential to Omaha, Sioux City, Des Moines, St. Louis and Cairo. The commission held the rates were not unreasonable or prejudicial last September.

Jonesville Mfg. Co., Ft. Wayne, Ind., filed complaint against the Wabash and N. Y. C., in which it alleges unjust, unreasonable, unjustly discriminatory and unduly prejudicial rates on grain from Hamilton, New Haven and Spencerville, Ind., to Jonesville, Mich., there milled and products forwarded to Chicago via N. Y. C. Asks just and reasonable rates and reparation.

Schreiber Mfg. Co., St. Joseph, Mo., filed complaint against the Santa Fe et al., alleging unjust, unreasonable and unduly prejudicial rates and charges on grain products and other components of mixed feeds by reason of the alleged failure of defendants to observe their lawful rates on such traffic. Asks cease and desist order, just and reasonable rates on grain, grain products and kindred commodities, and reparation.

Russell Grain Co. v. A. G. S. et al., in 17,130, dismissed by I. C. C. finding rates charged on shipments of grain and grain products from points in Colo., Tex. and Neb. to destinations in Tenn., Ga. and Ala., applicable, being combinations on Ohio River Crossings. Contemporaneously there were rates in effect from the

points of origin mentioned from Greenwood, Miss., and New Orleans, which were lower and the tariff provided they would apply also to directly intermediate points.

Crown Mills, Portland, Ore., vs. Northern Pacific et al., in No. 16,661, the I. C. C. granted Portland (Ore.) millers rebilling to points north of Centralia on milling-in-transit privileges effective not later than Oct. 1. Joint rates to Puget Sound with transit arrangements at Portland heretofore applied over the Union Pacific from Kansas City or Omaha thru Portland as far north as Seattle. Terminal grain rates from points east of Pasco, Wash., on the N. P., and east of Spokane on the Great Northern, now favoring Tacoma, Seattle and Everett, are to be allowed Portland.

Hogan Bros. vs. C., B. & Q. et al., dismissed (No. 16,651) on finding the charges collected at a 70c rate on carload of wheat bran and wheat shorts from Wray, Colo., reshipped from Kansas City to Atlanta, Nov., 1924, not unlawful. Complainant routed shipment via Westwego Elevators, anticipating benefit of 50½c rate applicable, but failed to specify switching carrier which complainant claims renders route incomplete and therefore open regardless that rate claimed was applicable only to specified routes. The tariff provided for absorption of the delivering line by Ill. Cent. therefore unnecessary to name switching line in routing instructions to make route.

## HESS PNEUMATIC GRAIN DRIERS

Used everywhere—  
**NONE BETTER**

For twenty-five years this drier has led all others in efficiency, economy and convenience. Made in various sizes, suitable for all grain drying needs. Tell us your wants.

**HESS WARMING &  
VENTILATING CO.**  
1207 So. Western Ave.  
**CHICAGO**



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**Chicago & Alton** supplement No. 26 to 2-I, I. C. C. No. A-1676, effective Sept. 16, cancels supplement No. 25.

**Rock Island** supplement No. 16 to 10389-I, I. C. C. No. C-11361, effective Sept. 1, cancels supplement No. 14 and further postpones supplement No. 3 from Sept. 1 to Dec. 1.

**Rock Island** supplement No. 41 to 22000-H, I. C. C. supplement No. 37 to C-11168, effective Sept. 1, cancels supplement No. 39 and further postpones portions of supplements Nos. 19 and 21 from Sept. 1 to Dec. 1.

**Ill. Cent.** supplement No. 41 to 601-J, I. C. C. No. A-10025 effective Sept. 1, cancels supplement No. 37 and postpones the effective date of rates in supplement No. 23 shown in connection Index Nos. 3163 to 3170, incl., from Nov. 25 to Dec. 1.

**Frisco** supplements 5 and 7 to I. C. C. 8630 were suspended in I. & S. No. 2724 until Dec. 6. They proposed to cancel provisions for the absorption of connecting line switching charges at No. Kansas City on grain, feed and hay shipments, amounting to \$6.30.

**Santa Fe** supplement No. 5 to 5655-A-3, I. C. C. No. 10139, effective Oct. 5, reduces the wheat and corn rate from Oklahoma Ry. Co. via Oklahoma City to Index Nos. 775 to 791, incl., Shepard, Gabe, Spring Hill, Putnam City, Bethany, Orchard, Bipas, Fields, Yukon, Shell Creek, Walnut Grove, Banner, Shartel, Plano, High Point, and El Reno.

**Rock Island** supplement No. 5 to 28675-G, I. C. C. No. C-11520, effective Sept. 17, cancels supplement No. 4 and makes certain advances and reductions on the flax seed rate applicable on Kansas intrastate traffic only, Kansas City, Atchison and Leavenworth excluded.

**E. B. Boyd, Agt., Western Trunk Lines**, supplement No. 14-B to Circular No. 1-S, Ill. C. C. No. 156, suspends the proposed advanced rate on coorpage, stated in Supplement No. 8 and Supplement No. 11 until Nov. 29, in compliance with Suspension Order No. 16591. Rules Nos. 660-A, 662 and 665-B will no longer stand, rather Rules Nos. 660 and 665.

### Protection Against Dust Explosions.

For several years the National Fire Protection Ass'n has been working on the preparation of regulations for the prevention of fire and explosions in dusty industries. Some time ago this work was brought under the procedure of the American Engineering Standards Committee, the work being broadened and the committee being enlarged through increased representation into a regular sectional committee, under the joint sponsorship of the Fire Protection Ass'n and the U. S. Department of Agriculture.

Special codes for the prevention of explosions in pulverized fuel systems, in terminal grain elevators, in flour and feed mills, in sugar mills, in cocoa mills, and in starch factories, were reviewed by the enlarged sectional committee, and have now been approved by the sponsors and by the A. E. S. C.

"By far the most important contribution to the business prosperity of the nation in recent years has been the thoroughly adequate and dependable railroad service we have enjoyed," said C. D. Morris, of Chicago, assistant to the chairman of the Western Railways' Committee on Public Relations, in an address before the Rotary Club at Murphysboro, Ill., Aug. 12. "Compared with the service we had from 1916 to 1920 and again in 1922, the service of today is little short of miraculous," continued the speaker, "a service so dependable as to contribute materially to the reduction of expense in doing business, while contributing at the same time to the ability of the merchant to satisfactorily serve his customers."

### Burned Elevator to Conceal Shortage.

Dan C. Pline was arrested a month ago at Pettibone, N. D., by Deputy State Fire Marshal Sander Peterson and D. J. McLennon, state's attorney of Rolette County, and taken to Devils Lake to stand trial for arson.

While agent for the Imperial Elevator Co. at Dunseith, N. D., his game was to issue fictitious receipts for grain never delivered to the elevator, and to forge names of farmers to checks in payment for wheat not received into the house. The money so obtained was embezzled by him.

After his arrest Marshal Peterson obtained from him the following affidavit:

State of North Dakota, County of Ramsey—ss.

Dan C. Pline, being first duly sworn on his oath, says: That he is 50 years of age and from the month of July, 1925, to the middle of May, 1926, I was a resident of Rolette County, living in the City of Dunseith; that at such place and during such time, I was employed as grain buyer for the Imperial Elevator Company; that during the spring of 1926, I issued several grain cash tickets of the Imperial Elevator Company to J. Bottineau to int. No. 4714, 44716, 44731, 44732, and 44745, and also issued like checks to W. C. Dorley to int. No. 44608, 44694, 44629, and to John Ross checks No. 44659 and 42736, all of which checks were fraudulent and for which no grain had been delivered me except five small loads. Affiant further says that some of the names used were fictitious; that the name of J. Bottineau was genuine, but that endorsement was a forgery and wholly unauthorized. Affiant further says that on at least three deliveries, affiant and the man who drove the truck divided the money; that the true name of the driver is unknown to affiant and his present whereabouts is unknown;

That on the 14th day of May, 1926, the Imperial Elevator at Dunseith burned and the facts in relation thereto are as follows: That affiant while smoking entered what is commonly called the pit to make a repair, that while working on the same, the said pit, affiant threw his cigar away and such cigar was lit; where such cigar fell when so thrown is unknown to affiant and such incident did not occur to affiant's memory until several days afterward and affiant concealed such fact rather than to disclose the same.

(Signed) DAN C. PLINE.

Subscribed and sworn to before me this 30th day of July, 1926.

SANDER PETERSON,  
Assistant State Fire Marshal.

On July 31 before District Judge C. W. Butts, Pline pleaded guilty to arson, embezzlement and forgery and was sentenced to serve from two to three years in the state penitentiary.

### Fake Inspector Selling Fire Extinguishers.

Grain elevator operators in Minnesota are warned to look out for a man representing himself to be a representative of the "Underwriters," and pretending that he will be able to get their insurance rate reduced if they will put in fire extinguishers.

He is willing to accommodate them by taking their order for a fire extinguisher, requiring only that \$4 be paid him in advance on the order for the \$12 extinguisher.

The \$4 he receives is the extent of his interest in the transaction. He has no connection with the Underwriters and cannot get the insurance rate reduced; and better extinguishers than the quart device he sells can be purchased for the same money.

On arriving at an elevator he goes to the cupola and various places, in the manner of an inspector. His "recommendation" is always that extinguishers be put in, the \$4 he collects being his commission on the sale.

He is enabled to impose on his victims by their failure to ask him for his credentials. This crook or a similar impostor operated in Kansas several months ago. A year ago he was in South Dakota; and he can be expected to bob up at any place in the grain territory. Evidently he finds the "graft" a paying one or he would not persist. Dealers can protect themselves from this and other fakers by de-

manding credentials. Also, if an elevator building is well protected by several water barrels and fire buckets the chemical fire extinguishers are not necessary, altho good extinguishers are valuable.

### Insurance Notes.

**Wet Bran** may not seem a good place for fire to start, but fire did start right in the middle of a pile of bran that was wet while the workmen were about having the pile always under their observation. The fire spread to some hay piled beside the bran, so rapidly that nothing could be done to save the building, on which the insurance was \$50,000. Fire can start in any other finely divided or pulverized material of a character to combine with the oxygen of the air when sufficiently damp to start chemical action. When the mass is so large that the heat generated can not escape the temperature will rise to the ignition point.

### The Burecrats Make Another Advance

The U. S. Department of Agriculture has received the following advice from Mr. George B. Nourse, District Manager of the Western Weighing and Inspection Bureau, Dallas, Texas:

I take pleasure in advising you that this question was given consideration at recent meeting of the Southwestern Claim Conference and the following resolution was adopted:

"The official hay standards adopted by the United States Department of Agriculture, Sept. 1, 1925, is a further extension of Federal activities in the grading of farm products and it is the opinion of the committee that this conference should cooperate with the Department of Agriculture so as to assist in the universal establishment of these Federal standards in buying and selling hay which will indirectly benefit the carriers through a reduction in the number of shipments of hay rejected by consignees account alleged inferior grade!"

## YOU can get CARS

if you proceed properly in filing your order and follow it up persistently, earnestly and stubbornly with duplicating Car order blanks.

These formal orders give the station agent a feeling of responsibility, and often bring cars when verbal orders fail. By keeping a carbon copy of each order for cars would-be shipper has a complete record of all efforts to obtain cars—a certain proof in case of unreasonable delay by the railroad company.

**CAR ORDER BLANKS** are bound in book form. Each book contains 50 originals, 50 duplicates and 3 sheets of carbon. The originals are machine perforated so may be readily torn out, while the duplicate remains in the book.

If you wish station agent to heed promptly your orders for cars use **Form 222 C. O., Price 75 cts.**

**Grain Dealers Journal**

309 South La Salle St. Chicago, Ill.



## Grain Shipping Record Books

**Record of Cars Shipped.** This form enables country shippers to keep a complete record of each car of grain shipped from any station, or to any firm. It has the following column headings: Date Sold, Date Shipped, Car Number, Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight Bushels, Destination Bushels, Over, Short, Price, Amount Freight, Other Charges, Remarks. The book contains 80 double pages of ledger paper, size  $9\frac{1}{2} \times 12$  inches, and has spaces for recording 2,320 carloads. Well bound in heavy cloth with keratol back and corners. Shipping weight,  $2\frac{1}{2}$  lbs. Order Form No. 385. Price \$3.00.

**Sales, Shipments and Returns.** Is designed to save time and prevent errors. The pages are used double. The left hand pages are ruled for information regarding "Sales" and "Shipments"; the right hand for "Returns". The column headings enable you to make complete records for each transaction. The book contains 80 double pages, and index of ledger paper, size  $10\frac{1}{2} \times 16$  inches, will accommodate records for 2,200 cars. Bound in heavy canvas with keratol corners. Shipping weight,  $3\frac{3}{4}$  lbs. Order Form 14AA. Price \$3.50.

**Grain Shipping Ledger** for keeping a complete record of the shipments of 5,000 cars. Facing pages are given to each firm to whom you ship and page is indexed. This book contains 80 double pages of ledger paper with 16-page index, size  $10\frac{1}{2} \times 15\frac{3}{4}$  inches, well bound with cloth covers and keratol back and corners. Shipping weight, 4 lbs. Order Form No. 24. Price, \$4.00.

**Shippers Record Book.** This book is designed to save labor in handling grain shipping accounts and gives a complete record of each car shipped. Its 80 double pages of ledger paper, size  $9\frac{1}{2} \times 12$  inches, provide spaces for 2,320 carloads. Wide columns provide for the complete record of all important facts of such transactions under their respective heads. Bound in heavy cloth with keratol back and corners. Shipping weight,  $2\frac{1}{2}$  lbs. Order Form 20. Price \$3.00.

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**Wagon Loads Received** has columns headed: "Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars and Cents, Remarks." It has 200 pages, size  $9\frac{1}{4} \times 12$  inches, and room for 4,000 loads. Printed on linen ledger paper, with strong cloth covers and keratol corners and back. Shipping weight, 2 lbs. Order Form 830. Price \$3.00.

**Receiving and Stock Book.** Many dealers prefer to keep each kind of grain received from farmers in separate columns so each day's receipts may be easily totaled. This book is designed for this purpose. It contains 200 pages, size  $9\frac{1}{2} \times 12$  inches, and will accommodate 4,000 loads. Well bound in black cloth and keratol back and corners. Shipping weight,  $2\frac{1}{4}$  lbs. Order Form 321. Price \$3.00.

**Grain Receiving Ledger** is an indexed book especially adapted for keeping individual accounts with farmer patrons. Each page is  $8\frac{1}{2} \times 13\frac{3}{4}$  inches, numbered and ruled for 44 entries. Ledger paper and well bound in cloth with keratol back and corners. 200 pages. Shipping weight, 3 lbs. Order Form 43. Price, \$3.50.

Form No. 43 XX contains double the number of pages. Shipping weight  $4\frac{1}{2}$  lbs. Price, \$5.50.

**Grain Scale Book** is designed to assign separate pages to each customer and their names can be indexed so their accounts can be quickly located. It contains 252 numbered pages, of high grade linen ledger paper. Each page is  $10\frac{1}{2} \times 15\frac{1}{2}$  inches, will accommodate 41 wagon loads and it has a 28-page index. Well bound with cloth and keratol back and corners. Shipping weight,  $4\frac{1}{2}$  lbs. Order Form 23. Price, \$4.75.

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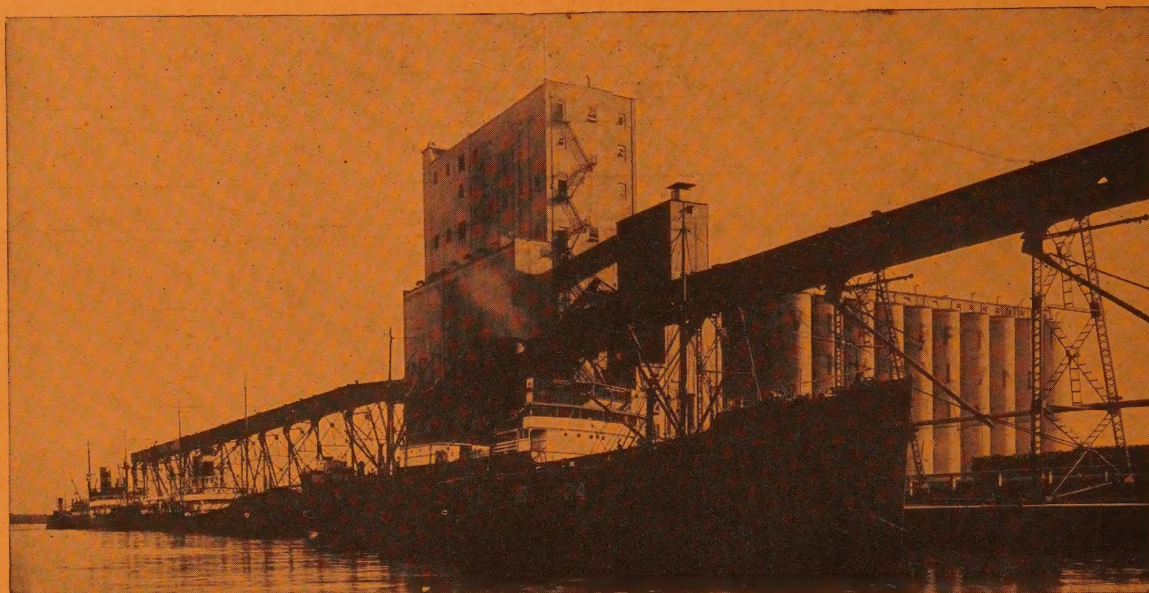
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